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SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleansers, Deodorants, Polishes and Allied Products.
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SOAP

Volume Four
Number Three

The Editor's Page

Soap Flakes Patentable?

SOME six months ago, a suit alleging patent infringement was filed in the United States District Court in Cincinnati against the Procter & Gamble Company by Colgate & Company, the Spray Dryer Process Corporation, and the Industrial Spray Drying Corporation. The so-called soap beads made by Colgate, *Super Suds*, were held by them to be infringed by the Procter & Gamble product, *Selox*. The answer of Procter & Gamble to this suit was filed recently. A study of the document indicates that the latter company does not consider the patents covering the product and processes in question as valid. They ask that a master be appointed by the Court to thrash out the whole matter. The likelihood is for long, drawn-out litigation which is usually the case where highly technical and involved patent disputes are concerned. If Procter & Gamble win the case, the processes will be for the world to use. If Colgate and the other plaintiffs win, the product and processes will be for their exclusive use.

The startling thing in this suit, however, is not the dispute over the original patents covering soap beads. In their answer to the complaint, Procter & Gamble file a counter-claim against Colgate which involves soap flakes. They ask that Colgate be prevented from further manufacturing soap flakes, as such manufacture is claimed to infringe Patent No. 1,571,625, issued to George F. Dawes on February 2, 1926, and now owned by Procter & Gamble through assignment.

The suit as originally filed by Colgate and the other plaintiffs had more or less narrow limitations as far as the soap industry of the country as a whole was concerned. The introduction of soap flakes into the litigation, however, brings the case close to home to a large number of American soapmakers. The question of validity of patents arises again, and arises in a place of extreme importance. The possibilities as far as the soap industry in general are concerned are innumerable. Either, neither, or both patent groups may be held valid or invalid. Before it is finished, the possibility of this suit having far-reaching effects in the industry loom large.

The Toll of High Price

ALL other things being equal, the raw material selling at relatively the lowest price will command the greatest demand. Advancing prices have always been the most effective check on expanding consumption. Where prices have moved up and remained high, the consumption figures have usually shown a steady decrease during the period of high prices. The reverse is also true, unusually low prices bringing expansion in demand. Where it is possible to substitute one product for another as in the case of various fats and oils, and various essential oils and perfuming chemicals, the move toward or away from a product according to its price level, is ordinarily very pronounced.

The unusually high price for coconut oil some two or three years ago found consumers searching about for other oils to replace coconut. The more recent examples of bergamot oil and geranium oil, however, are cases in point which show how rapidly a shift takes place in demand as prices change. The carry-over of bergamot oil from last season is going to be large this year, due chiefly to the comparatively high prices which have been ruling. One by one, large consumers have been substituting other oils and synthetics wherever possible for the now high-priced bergamot, and the consuming demand has been cut down markedly.

A few years ago, geranium was selling at the lowest prices in twenty years. Its low price made it attractive and formula proportions were increased. The demand for geranium grew rapidly, but supplies were so large that the price did not move up to any great extent. Sharply reduced production in Reunion for the last two seasons eventually brought available supplies down to the point where the price had to be moved up. The upward trend was steady and prices have recently reached a point where they are close to double the low levels which buyers found so attractive. The result

Insecticide & Disinfectant Section Begins on Page 85

has been of late that geranium has joined that group of "products for formula elimination." At the higher prices, the number of consumers using geranium has been cut down and those who use it, are consuming a smaller proportion in their odor formulas. The tendency is to turn to products which have less of a tendency to fluctuate over such a wide range.

Prolonged loss of demand is frequently the toll of high prices, and more particularly where the price is forced up artificially, where it is put up too fast, and held up too high.

The Chain Store Investigation

A MONTH or so ago, mention of a chain store investigation by the Federal Trade Commission brought quick inquiry to us as to what it was all about. During the past year, the formation of new chains, the consolidation of old ones, and the sale of their stocks to the public have been carried on at a dizzy pace. So great have been the changes in the chain store map of the country, that it has been well nigh impossible to keep pace mentally with the new developments. The chain movement has assumed gigantic proportions, the two past years probably accounting for more new chains than the entire ten years just preceding.

The growth of the chain store idea with its supposedly low-cost marketing methods has tread harshly on the toes of the independent retailer. His squawk has filtered into the hallowed halls of Congress. His charges against the chain store have been numerous and varied, everything from faking nationally advertised goods down to violation of the Sherman Act and stock jobbing. The United States Senate at the last session of Congress took cognizance of the retailer's plaint, and also of certain suspicions from other quarters that this chain store thing might not be all that it seemed. The Senate therefore ordered the Federal Trade Commission to investigate the whole business. In this issue of *Soap*, Waldon Fawcett whose first mention of this subject brought the requests for more facts, tells what the investigation is all about.

In the meantime, the spread of the chains goes on like a prairie fire. After the Federal Trade Commission finishes its investigation, manufacturers will be in a better position to determine where the chain trend is headed.

Louis K. Liggett Co. recently purchased the fourteen Chicago members of MacLean's Drug Store chain, giving the Liggett company a total of thirty stores in Chicago.

National or Local Brands?

THE problem of selling nationally advertised brands or of selling lesser-known brands of soaps and allied products is still a problem for the average retailer. Shall he take the time required to sell the unknown, unadvertised brand to the housewife who calls at his store, or shall he merely hand out the well-known brand without comment? The unknown brand probably carries a large profit to the retailer. The nationally known article consumes less time and requires no effort to sell. It seems that the character of the store and its location, as well as the volume of business done, must answer the question.

Among the chain stores, it is reported that there is a tendency to turn more and more to nationally advertised merchandise as a time-saver for clerks. In a busy chain store, the time which might be consumed in a sales talk for one of their own brands, is said to be used to better advantage in handling rapid-fire routine business. They take the attitude that the smaller profit in well-known goods is more than made up by consumer acceptance developed as a result of national advertising.

There are thousands of brands selling locally all over the country which are meeting with success. The difference between them and the nationally known brands selling in the same territory is merely the question of advertising. National advertising of soaps or any other product is expensive. The retailer who benefits directly from it by lessened sales resistance and time saved in making a sale, must logically pay his share of the bill. This he does, perhaps unknowingly, through a slightly lessened profit. But, the problem of saving the time and effort, or saving the extra profit, is still a problem. The very weight of national advertising, however, seems to be solving it for them.

Chain store sales for the month of September showed a larger increase over September sales for the previous year than has been noted in the past three years, despite the fact that there was one less selling day this year than in 1927, according to the New York Federal Reserve agent.

Associated Chain Drug Stores met in convention at the Waldorf-Astoria, New York, October 8 and 9, with 29 chains represented. Affiliated Drug Stores met at the Hotel Commodore, New York, October 8, 9 and 10, representatives from 23 chains having been present.

Why a Chain Store Investigation?

A Soap Manufacturer Asks What the Federal Trade Commission Inquisition Is, and Is Answered

By Waldon Fawcett

A PROMINENT manufacturer of soap and soap products recently wrote to the publishers of *Soap* in alarm over the reports that had reached him regarding Governmental interference with the chain store as an institution. So important has the chain store become as an element in the distribution of soap that the trade has reason to be upset if Uncle Sam is doing anything which will hobble the chain store or restrict the expansion of the chains. Or, for that matter, if there is so much as a Federal disclosure of the innermost business secrets of chain management, such as would give independent competitors an intimate insight into the sales strategy of the chains.

Frankly, it is too early to say whether there is a real menace, or even so much as temporary inconvenience, to the chains in this current inquisitiveness on the part of the Government. What impressed the writer in the inquiry that came to *Soap* was the evidence that there is abroad in the land a decidedly vague and inadequate impression of what is happening at Washington. Soap tradesmen are asking what all the shooting is about. But they are also showing a lack of knowledge of where the shooting is going on. Rumors of trouble for the chain stores are in the air, but bystanders in the soap industry are hazy in their minds as to who is making the trouble, and how, and why.

It is no shame to the soap marketer, who does not keep in closest touch with developments at the capital, if he does not "get the plot" of this official uproar over the chain store, and its right to "life, liberty, and the pursuit of happiness." The situation may be clearer if we emphasize that there are two sides of the subject, two divisions in the Federal program. One of these is judicial. The other is executive or administrative. And the movement, on the one hand, to have the law on the chain store, has no connection with the economic research project which lies on the other hand, although they both deal with the chain store institution in a very vital way. Both may profoundly affect the future of chain policy and chain practice.

From the Legal Angle

TO SET out this matter orderly, by sequence of dates it must be recalled that for some years past there has been an anti-chain party in American business which has had the idea that the expansion of the chains should be curbed by restrictive legislation. Independent retailers, who resented the competition of the chains, have in this campaign for legislative relief, been joined by a number of jobbers and wholesalers who have regarded as unethical, if not unfair, the efforts of the chains to make quantity purchases direct from manufacturers, absorbing the discounts that traditionally, belong to the middleman.

In consequence of the pressure exerted by disaffected distributors, efforts have been made in various States to provide legislation that would discourage further growth of the chains. The laws to halt the chains enacted in Maryland and in North Carolina have attracted especial attention. For the most part, the State statutes and local ordinances created to halt the chains have been declared unconstitutional by the courts almost as rapidly as they have been enacted. The Great Atlantic & Pacific Tea Company has been particularly active in knocking out these measures.

One so-called "model statute" has however, withstood the scrutiny of the lower courts. This is the "ownership" law which the Pennsylvania legislature approved in 1927. Primarily it strikes at the chain drug store, but it introduces a principle of control, which, should it prove valid and effective, might be applied to chain limitation in any mercantile line. That Pennsylvania law is now the subject of an appeal to the Supreme Court of the United States—a crucial test financed by the Louis K. Liggett Company, and the first show-down of the chain store issue to be made in the nation's highest court.

Probably it will be some time in 1929 ere the court of last resort pronounces judgment

upon the constitutionality of the Pennsylvania law. In the meantime, thanks to the prominence thus given to the subject, we must expect an increasing amount of discussion in business circles of this and other attempts to find a remedy in law for the spread of the chains. It is this judicial angle that is referred to, usually, when a newspaper writer or a convention speaker declares that "The Chain store is on trial for its life."

From the Economic Angle

QUITE a different approach to the chain store issue is that undertaken by Uncle Sam's economic research organization. With respect to this, also, there has been misconception. Some members of the soap family, hearing that a probe was in progress, have gained the impression that Congress had taken the matter into its own hands—was conducting a Congressional inquiry, even as a committee of Congress might investigate postage rates. The fact is that the U. S. Senate by resolution ordered the investigation of the chain stores, but the actual investigation is wholly in the hands of the Federal Trade Commission acting as the agent of the Senate.

There has been more or less conjecture in business circles as to the real motives of the members of the upper house of Congress in ordering that the chain store contingent be placed on the grill. In reality, Senate Resolution No. 224 bears on its face a fairly sufficient explanation of why the law-making body has ordered out the Federal fact-hounds. Asking preliminary questions, before ordering the investigation, Senators were informed that there are now in operation in the United States not less than 4,000 chain store systems, the individual chains encompassing from 100 to several thousand stores each, and the grand total mounting to well over 100,000 chain stores. The retail sales of these chain stores have increased, according to information given to the Senate from 4 per cent of the total of all retail sales in 1921, to 16 per cent of all retail sales in 1927.

It is an open secret that the "farmer vote" in Congress is for chain investigation because of the reports that the chain system of merchandising is extending from the cities to the country districts. The Senate makes no bones, either, of the fact that it has been spurred to vivisection of the chains by the news of recent consolidations in the chain store field and the extent to which these mergers "may result in the development of monopolistic organizations." Another hint of what has been in the Senatorial mind is contained in the observation that many of the chains, though engaged in interstate commerce in buying, are not engaged in interstate commerce in selling. In consequence some new form of national law or some fresh extension of the Federal anti-trust laws would be necessary to bring all of the chains within the jurisdiction of the regulatory offices of the Government at Washington.

Behind the Chain Investigation

WHILE there has been so much frank confession of the incentives which incited the chain store investigation, there are, according to gossip from dependable sources at the capital, other influences what have not come into the open. One of the unspoken reasons why Congress seems to be picking on the chain stores is found in the scandal occasioned by the stock-jobbing methods that have been employed by over-zealous underwriters to promote certain chain store mergers and extensions. In some instances chain store stocks have been unloaded on the public in terms of expectations of earnings rather than in terms of present-day realities. The result has been to foster in Congress a suspicion of what is known as the "promotion type" of chain store and a desire to get behind the rumors that some of the chains have passed to the control of men who may be skilled enough in the marketing of securities, but have had little or no practical experience in chain management.

A whispering campaign in Congress that has also helped to give the chain store scent to the Federal Trade Commission is the talk which has been going around of quality deterioration or bootlegging under well known and trusted brands. It has always been recognized that the most conscientious producer might, in order to keep his factory busy, be compelled to turn to the chains for business and might, under pressure of their competitive price demands, be forced to depart from the standards of commodity quality on which the manufacturer had prided himself. But most laymen have assumed that, under such circumstances, the manufacturer, while bowing to expediency, would put out his "seconds" or grade-compromises unbranded or under private brand. Latterly, this confidence in the quality guarantees of national brands has been shaken.

Two Qualities and One Brand?

A REPRESENTATIVE of an organization of wholesale grocers, lobbying at Washington against the "chain-store peril," has promised to bring to Congressmen proof that certain packers of nationally-advertised products, yield-

ing to the lure of heavy orders from the chain stores, are now putting out under their regular brands, and without any differentiating inscriptions on the labels, two different grades of goods. According to the story told the Capitol, the manufacturer supplies his first grade to the independent retailers and specialty stores where he gets his full price, and substitutes the units of shaded quality in the chain stores where it is necessary to place goods at figures that will permit prices to be cut to consumers. Whatever its foundation, this tale of moral corruption laid at the doors of certain chains has impressed Congressmen who have a weakness for muckraking.

In assigning the investigative task to the Trade Commission, the Senate specified certain phases of the chain store subject upon which a "full report" is wanted, together with recommendations of what legislation, if any, is needed to reinforce the corrective weapons already in hand, i.e., the Clayton Act and Federal Trade Commission Act. One point on which the Senate wants brass tacks information is whether the chain-store movement has tended to create a monopoly or concentration of control in the distribution of any commodity, either locally or nationally. This lead is in direct contrast to the counter charge of leading chain store executives that the drive in the state legislatures against the chain stores would, if successful, result in creating monopolies for independent dealers.

Restraint of Trade?

AGREEMENTS, conspiracies, or combinations in restraint of trade involving chain-store distribution are to be ferreted by the Federal Trade Commission, if it follows the instructions of the Senate. The Senate also demands the low-down on the quantity discount. It asks, to quote the language of the Resolution, "how far the rapid increase in the chain store system of distribution is based upon actual savings in costs of management and operation and how far upon quantity prices available only to chain-store distributors." Finally, the Senate suggests that there be placed in deadly parallel the prices, costs, profits, margins, services, etc. of the chain stores on the one hand and the independents on the other. Given that background, the Senate instructs the Trade Commission economists to analyze whatever advantages rest with the chain store in order to ascertain whether the advantages are due to integration, managerial efficiency, low overhead, or what. With this glimpse of the allotted scope of the Chain Store Investigation, readers of *Soap* will not be surprised if they have to wait a year or two for the final report from the Federal Trade Commission.

July Soap Exports Decline

July was a poor month for American soap exporters, less soap having been shipped than in June, 1928, or July, 1927, the total having also been below last year's monthly average. The value of the exports was also less, being below the figures for previous months and the 1927 monthly average. This condition held true for the total soap exports and also for the individual exports of toilet soap, laundry soap and miscellaneous soaps. Group comparisons follow:

	Toilet Soap	
	Lbs.	Value
July, 1928	604,788	$193,103
June, 1928	654,480	226,032
July, 1927	676,615	225,677
1927 Aver.	684,898	240,213
	Laundry Soap	
	Lbs.	Value
July, 1928	3,671,744	$261,132
June, 1928	4,398,959	304,142
July, 1927	4,260,602	316,122
1927 Aver.	4,683,441	323,163
	Other Soap	
	Lbs.	Value
July, 1928	564,207	$54,073
June, 1928	872,161	79,524
July, 1927	785,274	77,719
1927 Aver.	1,082,042	98,487

The following countries were the largest buyers in each class:

	Toilet Soap	
	Lbs.	Value
British India	82,896	$25,682
United Kingdom	44,323	23,746
Philippine Islands	65,563	13,256
	Laundry Soap	
	Lbs.	Value
Canada	786,180	$59,378
Philippine Islands	755,204	51,345
Republic of Haiti	462,750	30,469
Dominican Republic	415,053	33,620
	Other Soap	
	Lbs.	Value
United Kingdom	270,484	$15,239
Canada	82,387	9,484
Argentina	51,472	9,741

In the toilet soap market, United Kingdom, British India and the Philippines continued high, but the South Africa, Cuba and Panama dropped off considerably. The largest amounts of laundry soap went to Canada, Dominican Republic and the Philippines. Some of the decline in the laundry soap exports was due to the failure of Haiti, United Kingdom and Panama to equal purchases for June.

An explosion at the Philadelphia plant of Alex C. Fergusson Co. recently caused a fire with resultant damage amounting to $70,000.

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Lavender Absolute

Made by the solvent process which eliminates the use of heat and preserves the fresh odor of the flowers. "Lavender Absolute" can be used in conjunction with the distilled oil to improve the fragrancy of the latter.

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The "de luxe" Lavender, the flowers having been harvested at the highest altitudes.

Oil Lavender Flowers Extra

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Lavender from high altitudes. Is the typical quality recommended for perfumes in general.

Oil Lavender Flowers Standard

(37/38% Natural Esters)

An oil improved by aging.

Oil Lavender Flowers Mt. Blanc

(30/32% Natural Esters)

Typical quality for Soaps.

Say you saw it in SOAP!

Oil Residues as Soap Stocks

*By-Products of Edible Oil Refining and Their Suitability for Use in the Soap Kettle**

J. DE TOURNADRE

Tech. Director, Naturel Oil Refinery & Soap Works, Marseilles.

THE soap industry has been called upon to use a considerable quantity of by-products which are recovered during the course of the refining and purification of fats and oils to fit them for edible purposes. The refining of fats and oils is generally accomplished in three different operations. The first of these is the removal of the free fatty acids; the second is the decolorization of neutral substance that is obtained after the fatty acids have been removed; the third and last is the elimination of all substances present in the fats and oil which give them either a bad taste or a bad odor or both. This is accomplished by steam distillation. What we are interested in are the residues that are obtained in each one of these three steps in the refining of fats and oils. It is proposed to discuss each of these residuals from the standpoint of their importance as soap stock. The residuals that are obtained from the third operation are very small in quantity and can be neglected.

On the other hand, the second of these operations, the decolorization of the fats and oils, which is effected with the aid of bleaching earths and the like, yields a large quantity of waste blacks and earths which are loaded with fatty substances, and which are sold for their content of fats and oils. In order to determine the proportion of fat and oil contained in these residuals, a sample of the mass is properly taken and treated in a Soxhlet apparatus with a suitable solvent, such as carbon disulfide, to extract the fats, etc. The only difficulty with this process is that a certain portion of the earth or decolorizing black is apt to be carried along. In order to avoid this, the sample of the earth is placed within a filter paper, folded in the usual cone shape, and arranged within the extraction bulb in such a manner that the solution of the fatty matter filters through the filter paper and falls into a flask located below. In certain cases when decolorizing blacks are being analyzed in which the fineness of the black is extreme, this precaution will not suffice and it is necessary, after the evaporation is completed, to filter again the turbid solution of fatty material through filters containing fuller's earth or some other suitable substance.

HOWEVER, the residuals which are of the greatest importance are those obtained from the neutralization operation. The first stage of refining consists, as we have already seen, in the elimination of the free fatty acids, which are contained in these residuals. The process, which is most generally employed for this purpose, consists in the neutralization of these fatty acids with the aid of bases of the alkaline earth or alkali metals. It should be remarked that it is possible to consider other methods of removing the fatty acids, and certain processes, which are based on entirely different principles than neutralization, have already been used on a large scale in practical operations.

Nevertheless, neutralization is the process which is most commonly used by the majority of the refiners of fats and oils. The residuals that are obtained from this process are sold to the soap makers under two different forms. First there is that condition of the residuals in which the fatty acids are present in the free state. The residuals also contain water and impurities. Then there is the second state wherein the residuals contain the fatty acids in the form of soda soaps, that is incompletely saponified soaps, which contain quite a high proportion of neutral oils and "pastes."

The first of these products is obtained when the oils or the fatty acids are neutralized with the aid of bases of the alkaline earth metals. The soaps, mostly of a lime character, which are obtained in this manner, naturally cannot be employed as such by the soap maker. The refiner is obliged to decompose these soaps by means of acid before he can sell them to the soap manufacturers. The second of these products is obtained by the refiner when he effects the neutralization of the free fatty acids with the aid of sodium hydroxide or sodium carbonate. He sells them to the soap manufacturer, after having extracted by suitable means as great a portion of the oil or neutral fat that he can. These products are sold on the basis of their fatty matter content. It is therefore

*From *Chimie et Industrie*, 39, 1928.

necessary to analyze these materials in order to determine their fat content. The analysis is very simple.

WE ARE first concerned with the fatty acids. It is satisfactory to weigh the water and the insoluble matter (that is the ingredients that do not dissolve in carbon disulfide). The water content of the product is most generally determined by evaporating a sample in a small evaporating dish, which is placed on a thick base plate which is covered with a sheet of asbestos. The entire arrangement is then placed on a tripod covering the hole in this apparatus and a Bunsen burner is placed underneath so that the bottom of the evaporating dish can be heated. The insoluble matter is determined by dissolving a sample of the fatty acids, dehydrated just once, in carbon disulfide, and then filtering the mass through a tared filter paper. The filter paper is then washed with carbon disulfide and then after having eliminated the solvent by evaporation, the filter paper is weighed.

In order to determine the paste, it is necessary to determine the total fatty matter present in the mass, which includes both the fatty acids and the oils entrained by them. The analysis is started by decomposing a definite quantity of soap paste with the aid of concentrated hydrochloric acid. After the fatty matter has been separated and floats on the surface of the liquid, it is possible to distinguish between two conditions.

In the first condition, the fatty matter is lustrous and separates into a clean layer of fat and an underlying layer of liquid. The analysis is then continued as has been prescribed in analyzing "wax cake." In case the fatty matter is solid at the ordinary room temperature, then the mass is simply allowed to solidify by cooling off the mixture of liquid and fat. If it is a liquid or merely a paste at the ordinary temperature, then an appropriate quantity of wax or of stearic acid (preferably in the dry state) is added in order to give it the desired consistency once it is cooled down to the room temperature. In this case, it is essential that the entire mass be brought up to the boiling temperature and maintained there for several minutes in order to ensure proper mixing of the fat and the wax. After the fatty, either alone or in admixture with wax, has set in a solid mass and the "cake" is formed, then it is lifted out of the mass by means of the agitator, which is fixed solidly in the mass, and the water which remains is drawn off. The "cake" is washed once or twice with the aid of hot water, and each time the melted cake is allowed to solidify again. Then the fatty matter is dried in the manner indicated above.

IT ALSO happens that the fatty materials are obtained in a turbid condition and the line of separation between them and the liquid in which they exist is not distinct. It is then necessary to dilute the entire mass with the aid of hot water and then to allow the fatty matter to cool off and thereafter to take it up by means of an appropriate solvent, such as carbon disulfide. The whole mixture is then brought into a separatory funnel and after decantation, the aqueous part is removed and thrown away. The remainder is washed once or twice with distilled water, and after the last decantation of the aqueous liquor and complete separation of the water, the remainder is placed in a flask. The separatory funnel is washed out with a little of the solvent, carbon disulfide, and this solution is also added to the main mass in the flask.

The solvent is then removed by evaporation and the fatty matter left behind is weighed. These methods therefore allow the exact determination of the proportion of fatty matter contained in the residuals left after the neutralization of the original fats and oils. It may be mentioned here that it is of very great importance for the soap manufacturer to purchase these residuals on the basis of their actual content of fatty matter and not on their content of "crudes." The pastes are particularly variable in fatty matter content and they have the property of absorbing considerable quantities of water once they are formed.

WHEN the percentage of fatty matter in these products is known, it is easy to employ the exact calculated quantity of these products in making the soap. But the question arises as to what quantity of these residuals from neutralization can be used in the place of the original raw materials from which they are derived? The question is a complicated one and it is certain that these fatty materials do not possess all the properties of the original substances from which they are obtained. In the first place, these products are certainly more highly colored. This is easily explained. They arise from the neutralization of the portion of the fatty matter which has undergone a change. All refiners are aware of the fact that in neutralizing the oils and fats with which they work, they also effect a partial decolorization of the oil.

Then again these products do not behave, during their course of their manufacture into soaps, like common fatty materials and they give soaps which are a little different from the

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The Manufacture of Auto Soaps

Practical Methods for Potash and Soda Soaps and the Raw Materials Best Suited for Use

By A. J. Redpar

IN THESE days of millions of automobiles, the average traveling soap salesman has the opportunity to call on more garages than grocery stores. Although the competition in the sale of automobile soaps is extremely keen and not always of the highest character, there is a tremendous demand for these soaps and those which go with them for use in every garage, namely abrasive soaps for the hands and liquid soaps for the face, in both cases those which will give the minimum of chapping and burning. Automobile soaps are up for discussion here and the others will be left for some later date.

The type of competition which is common in the sale of automobile soaps is rather well illustrated by a story told by a soap salesman who travels in the far South. It bears out the point that whether the soap is good or bad, a competitor may make it look extremely bad where he is dealing with an ignorant buyer. On his trip to a certain town, the salesman was surprised to learn that his soap had been replaced by another at a certain garage. The owner of the garage told the salesman that the last barrel of soap was entirely too strong and had streaked and injured the varnish on two cars. When Sam, the washer, was questioned, he replied: "No, sar, ah never had no fuss wid your soap till diss here new man come along wid dis yar soap. He says as how your soap has got lye in it and showed me how it would streak the car, and sure showed me how it would pay me better to use dis yar soap." Quite apparently, the washer was willing, like many others, to use the soap which "paid" him better.

Need Complete Saponification

IN THE manufacture of an automobile soap, it should be particularly emphasized that it is very necessary to have the soap completely saponified so that no fatty acids will appear when the soaps are aged and no free alkali when the soaps are being used. The oil combinations that we use in the following batches are those that have worked out well for washing cars. We prefer linseed oil or foots for both the potash and soda soaps. This oil is scarce and the price high, therefore we have recommended other oils that can be used. Tallow, grease and palm oil should not be used as the titre is too high; while coconut oil and palm kernel oil require a large amount of alkali and produce a foam, and not a real lather which is needed in automobile soap.

Automobile soaps are made from both caustic potash and caustic soda, although the paste soaps made from the caustic potash are to be preferred. Pearl ash (carbonate of potash) in solution is used in both the potash and in soda soaps. The use of three to five per cent of pearl ash solution at thirty degrees Baume added to the finished soap will insure the product against free alkali, as the free caustic will apparently become carbonated quickly when the soap is barrelled and ready to use. The varnish and lacquer finish of an automobile is of a texture that will not bear the use of soaps containing any free alkali without damage to the lustre. A dull grey finish or streaks after washing the car should condemn the soap. Therefore, our advice is to be careful in having no alkali excess in making all automobile soaps.

The oils used in making automobile soaps are to be preferred in the following order, linseed oil, linseed oil foots, olive oil foots, corn oil, yellow cotton seed oil and soya bean oil. All the potash soaps are made in the same general process, although all the oils will not neutralize the same quantity of caustic potash or caustic soda. One hundred pounds of linseed oil will require one hundred pounds of potash lye of twenty-three degrees Baume, which equals twenty-two and one-third pounds of eighty-eight to ninety-two per cent solid. This will make a sixty per cent anhydrous soap, when three per cent of pearl ash at thirty degrees Baume is added. These soaps should be made in a jacketed pan or crutching machine and the entire amount of alkali can be used at the strength given.

(*Continued on Page 77*)

This ancient Genoese watch tower near Bastia, France has proved its powers of resistance against enemies, elements and the tooth of Time. Proportionately, our fibre shipping boxes also resist abuse because built with judgment.

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Specifications for Phosphate Cleaners

Bureau of Standards Issues Government Requirements for Trisodium Phosphate and Scouring Powders

SPECIFICATIONS for government requirements of trisodium phosphate cleaners were issued on Nov. 6, 1928 by the Bureau of Standards, Circular No. 369. A summary of the specification follows:

Phosphate cleaner shall be a white, uniform product in finely granulated form, and shall contain not less than 95 per cent of crystalline trisodium phosphate ($Na_3PO_4.12H_2O$). Phosphate cleaner as received shall conform to the following requirements:

1. It shall be a white, uniform, finely granulated product.
2. Total alkalinity to methyl orange indicator, calculated as Na_2O, shall be not less than 15.5 per cent or more than 20 per cent.
3. Phosphoric anhydride (P_2O_5) shall be not less than 17.7 per cent.
4. Matter insoluble in distilled water shall not exceed 0.1 per cent.
5. No residue shall be retained on a No. 10 sieve (sieve opening=0.0787 inch) and the residue retained on a No. 100 sieve (sieve opening=0.0059 inch) shall not be less than 50 per cent.

Sampling

When Packed in Cans or Cartons.—One can or carton shall be taken at random from not less than 1 per cent of the sellers' shipping containers, provided such containers contain not less than 50 pounds each. In the case of smaller containers a can or carton shall be taken at random from each lot of containers totaling not to exceed 5,000 pounds. The total sample shall in all cases consist of not less than three cans or cartons taken at random from separate containers. With very large lots, where the sample drawn as above will amount to more than 20 pounds, the percentage of packages sampled shall be reduced, so that the amount drawn shall not exceed 20 pounds. Wrap the individual cans or cartons tightly in paraffined paper at once and seal by rubbing the edges with a heated iron. The inspector should accurately weigh each wrapped can or carton, record its weight and the date of weighing on the wrapper, place the wrapped cans or cartons in an air-tight container, which should be nearly filled, seal, mark, and send to the laboratory for test. Samples should be kept cool until tested. The seller shall have the option of being represented at the time of sampling, and when he so requests shall be furnished with a duplicate sample.

When in Bulk.—A grab sample of not less than one-half pound shall be taken at random from not less than 1 per cent of the sellers' shipping containers, provided such containers contain not less than 100 pounds each. In case of smaller containers a grab sample of not less than one-half pound shall be taken at random from each lot of containers totaling not to exceed 10,000 pounds. The total sample shall in all cases consist of not less than three grab portions taken at random from separate containers. With very large lots, where the sample drawn as above will amount to more than 20 pounds, the percentage of packages sampled shall be reduced, so that the amount drawn shall not exceed 20 pounds. The inspector should rapidly mix the sample, place in an air-tight container, which shall be filled, seal, mark, accurately weigh, record its weight and date of weighing on the package, and send to the laboratory for test. Samples should be kept cool until tested. The seller shall have the option of being represented at the time of sampling, and when he so requests shall be furnished with a duplicate sample.

Testing

(a) Preparation of Sample.—Note the color and the condition of the sample. Rapidly mix the sample; if desired, quarter down to about 1 pound. Weigh out all portions for analysis at once. Unused portions of the sample used for analysis shall be preserved in an air-tight container in a cool place.

When a determination shows nonconformity with specification, a duplicate shall be run.

(b) Total Alkalinity.—Transfer 2 g of the sample to a 600 ml beaker, dissolve in about 400 ml of distilled water, add 3 drops of methol orange solution, and titrate to the end point with 0.5 NH_2SO_4. Calculate the percentage of total alkalinity as Na_2O (1 ml 0.5 N H_4 SO_4=0.0155 g Na_2O).

(c) Phosphoric Anhydride.—Transfer 5 g of the sample to a 1-liter volumetric flask, dissolve in distilled water, dilute to the mark with distilled water, and mix. Pipette a 50-ml aliquot of this solution (corresponding to 0.25 g of the sample) into a 300-ml Erlenmeyer flask, add a small piece of litmus paper and carefully acidify with dilute HNO_3 then add 25 ml of HNO_3 sp. gr. 1.42) and 25 ml of distilled water. Add to the solution 40 ml of NH_4OH (sp. gr. 0.96) and 50 ml of molybdate solution, stopper, shake for 10 minutes, and let stand at room temperature until the precipitate settles. Filter through an 11 cm filter paper of close texture, wash the flash and precipitate five times with 15 to 20 ml portions of a 1 per cent solution of potassium nitrate; then wash the filter paper containing most of the precipitate, five time with like portions of the same solution. The paper should, of course, be carefully washed each time from the rim downwards and then allowed to drain completely before washing with the next portion of solution. The wash solution, as well as all others subsequently used, must be free from CO_2. Return the paper and precipitate to the flask, add enough 0.3N NaOH to decompose the precipitate and then approximately 2 ml in excess. Dilute with 25 ml of distilled water, stopper, and shake until the precipitate is dissolved. Wash off the stopper with distilled water, dilute the solution to about 150 ml with distilled water, add 6 drops of a 1 per cent

solution of phenolphthalein, and discharge the pink color with 0.3 *N* HNO_3. Finish the titration by adding 0.3 *N* NaOH until the reappearance of the pink color. Subtract the volume of 0.3 *N* acid used from the total volume of 0.3 *N* acid used multiply the remainder by the titer of the 0.3 *N* NaOH solution. Calculate the percentage of P_2O_5. $P_2O_5 \times 2.309 = Na_3PO_4$. $P_2O_5 \times 5.352 = Na_3PO_4$ (1 ml 0.3 *N* Na OH=0.00093 g $12H_2O$).

(d) Matter Insoluble in Distilled Water.—Transfer 10 g of the sample to a 600 ml beaker, add about 400 ml of distilled water, and boil the solution for 10 minutes. Filter on a weighed Gooch crucible with an asbestos mat, wash thoroughly with hot distilled water, dry the crucible and residue at 105 to 110° C. for three hours, cool and weigh. Calculate the percentage of matter insoluble in water.

(e) Sieve Test.—Transfer 100 g of the well-mixed sample, without previous drying, to a dry No. 10 sieve and sift, tapping the sieve frame from time to time and catching all of the material passing through the No. 10 sieve on a dry No. 100 sieve. The sifting on the No. 10 sieve is continued until the weight of the residue retained on the No. 10 sieve is not reduced by more than than 0.1 g on further sifting for one minute, tapping the sieve frame as before. Calculate the final weight of residue to percentage retained on the No. 10 sieve. Sift the material on the No. 100 sieve, tapping the sieve frame from time to time, until the weight of the residue retained on the No. 100 sieve is not reduced more than 0.1 g on further sifting for one minute, tapping the frame as before. Add the final weight of the residue retained on the No. 10 sieve to the final weight of the residue retained on the No. 100 sieve and calculate the sum to percentage of residue retained on the No. 100 sieve.

Reagents

(a) Standard Sulphuric Acid Solution.—0.5 *N* or about 25.8 g strong sulphuric acid (sp. gr. 1.84) diluted to liter. Standardize against standard sodium hydroxide solution that has been standardized against Bureau of Standards standard acid potassium phthalate.

(b) Ammonium Hydroxide Solution (Specific Gravity 0.96, or approximately 6 *N*)—Mix 400 ml of NH_4OH (sp. gr. 0.90) with 600 ml of distilled water. Check with a hydrometer or by titration.

(c) Molybdate Solution.—Mix 100 g of pure molybdic anhydride or 118 g of 85 per cent molybdic acid with 400 ml of distilled water and add 80 ml of NH_4OH (sp. gr. 0.90). When solution is complete, filter and pour the solution slowly and with constant stirring into a mixture of 400 ml of HNO_3 (sp. gr. 1.42) and 600 ml of distilled water. Let settle for 24 hours and use the clear supernatant liquid.

(d) Potassium Nitrate Solution (1 Per Cent).—Dissolve 10 g of KNO_3 in recently boiled distilled water, dilute to 1,000 ml with recently boiled distilled water and mix.

(e) Standard Sodium Hydroxide Solution (Approximately 0.3 *N*).—Prepare a saturated solution of NaOH in a stoppered flask settle overnight, and pipette a clear 20 ml portion into a 1 liter volumetric flask. Dilute to 1,000 ml with recently boiled distilled water and mix, cool to room temperature, and standardize against Bureau of Standards standard acid potassium phthalate, using phenolphthalein indicator. Dilute, if desirable, restandardize, and protect the solution from CO_2.

(f) Standard Nitric Acid Solution (Approximately 0.3*N*).—Mix 20 ml of HNO_3 (sp. gr. 1.42) and 1,000 ml of recently boiled distilled water, cool to room temperature and standardize against the standard NaOH solution (e), using phenolphthalein indicator. Adjust the solution until it is exactly equivalent.

(g) Phenolphthalein Indicator.—Dissolve 1 g of pure phenolphthalein in 100 ml of 85 to 95 per cent ethyl alcohol.

(r) Methyl Orange Indicator.—Dissolve 1 g of methyl orange in 1 liter of distilled water.

Notes

1. Phosphate cleaner is suitable for a variety of cleaning purposes where abrasive action is not desired, such as typewriter parts typewriter type, floors, most metals, and painted surfaces. It should be used in most cases in dilute solution (about 1 to 2 tablespoonfuls to 2 and 3 gallons of warm water).

2. Hot solutions of phosphate cleaner may attack and discolor aluminum. Cold solutions if too strong may act similarly. The material should not be used for cleaning aluminum motor parts.

3. After using any alkaline cleaner, the surface being cleaned should be washed or rinsed off thoroughly with water.

Specification for Scouring Powders

Specification for government scouring powders for floors have also been issued as follows under Bureau of Standards Circular No. 370, superseding Circular No. 131, as follows:

Scouring powders for floors shall be uniform powders. Failure to meet any of the following requirements will be cause for rejection:

Type A

1. Matter Volatile at 105 to 110° C. shall not exceed 10 per cent. Deliveries which yield more than 10 per cent of volatile matter shall be rejected without further test.

2. The sum of sodium carbonate (Na_2CO_3) and anhydrous soap shall not exceed 7 per cent nor be less than 2 per cent.

3. Free alkali, calculated as sodium hydroxide (NaOH) shall not exceed 0.1 per cent.

4. Insoluble siliceous material shall not be less than 85 per cent nor more than 95 per cent.

5. All the insoluble siliceous material shall pass through a No. 100 sieve, and the residue retained on a No. 200 sieve shall not exceed 5 per cent.

6. The material shall not scratch or discolor marble.

7. The material shall be a uniform powder, shall be unscented, and shall be of a light gray or white color.

Type B

1. Matter volatile at 105 to 110° C. shall not exceed 10 per cent. Deliveries which yield more than 10 per cent of volatile matter shall be rejected without further test.

2. The sum of sodium carbonate (Na_2CO_3) and anhydrous soap shall not be less than 2 per cent.

3. Free alkali, calculated as sodium hydroxide (NaOH), shall not exceed 0.1 per cent.

4. Insoluble siliceous material shall not be less than 80 per cent nor more than 95 per cent.

5. The insoluble siliceous material shall not yield more than 1 per cent of residue retained on a No. 60 sieve and not more than 10 per cent of residue retained on a No. 80 sieve.

6. The material shall be a uniform powder, shall

be unscented, and shall be of a light gray or white color.

Type C

1. Matter volatile at 105 to 110° C. shall not exceed 6 per cent. Deliveries which yield more than 6 per cent of volatile matter shall be rejected without further test.

2. Carbonated alkali, calculated as sodium carbonate (Na_2CO_3), shall not be less than 6 per cent nor more than 20 percent

3. Free alkali, calculated as sodium hydroxide (NaOH), shall not exceed 0.1 per cent.

4. Anhydrous soap shall not be less than 3 per cent nor more than 10 per cent.

5. Insoluble siliceous material shall be not less than 60 per cent nor more than 90 per cent.

6. The insoluble siliceous material shall not yield more than 1 per cent of residue retained on a No. 60 sieve and not more than 10 per cent of residue retained on a No. 80 sieve.

7. The material shall be a uniform powder, shall be unscented, and shall be light gray or white in color.

Sampling

Same as for phosphate cleaners.

Testing

(a) Preliminary Tests.—Note the color, odor, and condition of the sample. If the sample is received in original cans or cartons, note the weight of the contents of each can or carton. With type A, only, determine whether the material scratches or discolors marble, rubbing the material onto a moistened cloth and then rubbing the marble surface with the cloth, keeping the scouring compound in contact with the marble.

(b) Preparation of Sample.—Rapidly disintegrate and mix the sample; if desired, quarter down to about 1 pound, and weigh out all portions for analysis at once. Unused portions of the sample used for analysis shall be preserved in an air-tight container in a cool place.

When a determination shows nonconformity with specification, a duplicate shall be run.

(c) Matter Volatile at 105° to 110° C.—Weigh 5 g of the sample in a porcelain or glass dish, about 5 to 7 cm in diameter and 4 cm deep, dry to constant weight in an inert atmosphere at a temperature not exceeding 105° to 110°C. Report loss in weight as matter volatile at 105° to 110° C.

(d) Free Alkali or Free Acid.—Digest hot a 5 g sample with 100 ml of hot freshly boiled neutral ethyl alcohol (94 per cent or higher). Filter through a counterpoised filter paper neutral to phenolphthalein or a weighed Gooch crucible with suction into a dry weighed beaker, protecting the solution during the operation from carbon dioxide and other acid fumes. Wash the residue on the dry paper or in the crucible with hot neutral alcohol until free from soap. Titrate the filtrate, using phenopthalein as indicator, with standard acid or alkali solution, and calculate the alkalinity to sodium hydroxide or acidity to oleic acid.

(e) Matter Insoluble in Water.—After filtering and thoroughly washing the residue from (d), extract and wash it thoroughly with hot distilled water. Dry the filter and residue at 105° to 110°C. for three hours, cool, and weigh matter insoluble in water. The nature of this may be determined by further examination. The insoluble matter should be siliceous.

(f) Alkali as Alkaline Salts (Total Alkalinity of Matter Insoluble in Alcohol).—Titrate the filtrate from the determination of matter insoluble in water with standard acid using methyl orange as indicator. Calculate alkalinity to sodium carbonate (Na_2CO_3).

(g) Total Anhydrous Soap.—Evaporate the alcoholic solution obtained after filtering off and washing the matter insoluble in alcohol (Section VI, 2 (d) to dryness, dry at 105° to 110° C. to constant weight. Report the result as total anhydrous soap.

(h) Sieve Test.—Dry for one hour in an oven at 105° to 110°C the sieves covering the type of scouring powder under examination (Section V), cool, and weigh accurately. Weigh an amount of scouring powder containing 10 g of insoluble siliceous material (Section VI, 2, (e), transfer to a beaker, add about 200 ml of water and digest on a steam bath about one hour to dissolve the soluble matter. Pour the solution through the coarser sieve, wash the insoluble matter from the beaker onto the sieve with hot water and wash with water, catching all of the liquid and solid matter passing through the sieve in clean beakers or dishes. The washing with water shall be continued until 200 ml of the liquid passing through the sieve into a clean 400 ml beaker fails to show any particles collected about the middle of the bottom of the beaker after the liquid has been vigorously stirred and the beaker placed on a black surface. Dry the sieve and residue for one hour at 105° to 110° C., cool, and weigh. Calculate the percentage of residue retained on the coarser sieve based on the insoluble siliceous material. (If the material forms lumps or aggregates on washing with water, a camel's-hair brush may be used on the sieve.)

In a similar manner transfer *all* of the material (liquid and solid) that has passed through the coarser sieve to the finer sieve and wash with water until 200 ml of the liquid passing through the sieve into a clean 400 ml beaker fails to show any particles collected about the middle of the bottom of the beaker after the liquid has been vigorously stirred and the beaker placed on a black surface. Dry the sieve for one hour at 105° to 110° C., cool, and weigh. Add the weight of the residue retained on the coarser sieve to the weight of the residue found on the finer sieve and calculate the sum to percentage of residue retained on the finer sieve, based on the insoluble siliceous material.

Reagents

(a) Standard Sodium Hydroxide.—0.25 *N*, or about 10 g, sodium hydroxide dissolved in distilled water and diluted to 1 liter. Standardize against Bureau of Standards standard acid potassium phthalate.

(b) Standard Sulphuric Acid Solution.—0.5 *N*, or about 25.8 g, strong sulphuric acid (specific gravity, 1.84) diluted to 1 liter. Standardize against standard sodium hydroxide solution (Section VI, 3, [a]).

(c) Methyl Orange Indicator.—Dissolve 1 g of methyl orange in 1 liter of distilled water.

(d) Phenolphthalein Indicator.—Dissolve 1 g of pure phenolphthalein in 100 ml of 85 to 95 per cent ethyl alcohol.

Notes

1. In ordering material under this specification, purchasers should use due care to specify the type

(*Continued on Page* 81)

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Oil Chemists Form Soap Section

A. K. Church of Lever Brothers Co. Chosen Chairman—Oil Chemists Meet in New York

A SOAP section of the American Oil Chemists' Society was organized at the fall meeting of that organization, held October 25 and 26 in New York City. Members interested in a Soap section met in the Board of Managers' room, Produce Exchange, the afternoon of October 25, and voted unanimously to establish a technical soap group affiliated with the oil chemists. A. K. Church, chief research chemist, Lever Bros. Co. was chosen chairman of the new section.

A. K. CHURCH

The meeting of the society was called to order by President Putland in the Board of Managers' room of the New York Produce Exchange at 10:00 A. M. on October 25. Following the report of the Kreis Test Committee, several technical papers were read by members of the society. Of particular interest to soap makers were the papers of M. F. Lauro, N. Y. Produce Exchange Chemical Laboratories, and R. B. Trusler, Mellon Institute, Pittsburgh, on the properties and applications of metallic soaps, and the making of soaps from organic bases in place of fats, with particular reference to substituted ammonia compounds such as triethanolamine.

A. K. Church, Lever Bros. Co., spoke of the need of cooperation among soap chemists in working out their common problems, and suggested the formation of a soap section of the American Oil Chemists' Society which should take up the following problems: (1) Improvement of analytical methods, such as the method of determining the titer of fatty acids. (2) Preparation of standard samples of soap to be used in checking. (3) Preparation of standard samples of crude glycerin. (4) Consideration of the advisability of setting up a board or committee to arbitrate disputes between soap and glycerin buyers and sellers.

H. J. Morrison, Procter & Gamble Co., commenting further agreed that such a meeting ground for soap chemists serving different soap manufacturers would offer them an admirable opportunity to exchange views on all matters of general technical interest.

Through the courtesy of certain officials of the Produce Exchange, the oil chemists were entertained at luncheon in the luncheon club of the building. They were then taken to the floor of the Exchange to observe the trading in cottonseed oil futures.

The afternoon meeting was attended by those interested in the formation of a soap section. A. K. Church again outlined the proposed plans which were commented on favorably by all those present. It was unanimously voted to recommend to the Board of Governors that a Soap Section be immediately formed. A second unanimous vote recommended that operations be started with the preparation of standard soap and glycerin samples.

Meet Second Day at McAlpin Hotel

ON THE second day, the session was held in the Colonial Room at the Hotel McAlpin. H. J. Morrison, Procter & Gamble Co., read a paper on the use of fats in baking, which was discussed at length by Sidney Musher, Pompeian Corp., and Dr. A. W. Thomas. S. N. Cummings, chief chemist, Pylam Products Co., New York City, spoke on soap coloring problems, the colors best suited for various purposes, and the common pitfalls which the average soapmaker must avoid in coloring soaps. John E. Rutzler read a paper prepared by himself and A. P. Lee, Editor, *Oil and Fat Industries*, on some properties of emulsions containing alkaline earth stearates.

At the close of the meeting, resolutions were offered thanking the N. Y. Produce Exchange, its Board of Managers, Cotton Oil Committee and President and the Hotel McAlpin for the assistance rendered in making the meeting a success. Attention was called to the exhibit of the Atlas Electric Devices Co., a machine for making detergency tests.

The following people attended the meetings: A. W. Putland, Portsmouth Oil Refining Co.; H. P. Trevithick, N. Y. Produce Exchange; Jacob Wolfson, National Oil Products Co.; F. DeLeuw, Lucidoe Corp.; Dr. J. S. Abbott, Institute of Margarine Mfrs.; Sidney Musher,

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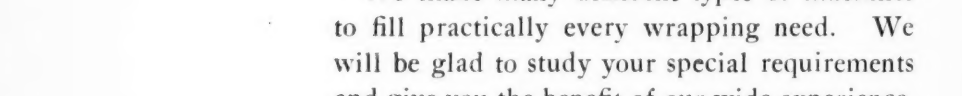

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Pneumatic Scale Corp., Ltd., Norfolk Downs, Mass., makers of filling weighing and sealing equipment, are issuing a series of illustrated bulletins describing their various types of equipment.

Protest Soap Stock Rates

Swift & Co., Chicago, have complained to the Interstate Commerce Commission that the freight rates on carload shipments of cottonseed oil foots and other soap stock from its refineries in Houston and North Fort Worth, Tex., to Cincinnati, Ohio, are higher than the rates to Chicago. The Swift interests claim that in the Corporation Commission of Oklahoma case, the Commission intended that the rates be equal. The railroads refused to obey the ruling, and the Swift complaint seeks to compel them to obey it.

Gold Dust Merger Details

In the Gold Dust Corp. merger with the American Linseed Co., two and one-half shares of the recapitalized Gold Dust stock will be given for each share of Linseed common, and two and three-quarters new shares for each Linseed preferred share. Gold Dust voting trust certificates will be exchanged for two shares of the new stock. With the merger complete, there will be 3,000,000 no-par shares of the Gold Dust stock outstanding on an annual dividend basis of $2.50.

Expect Larger Palm Oil Crop

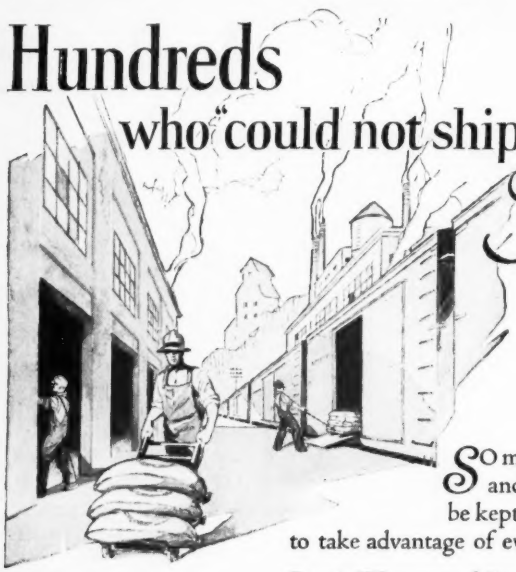
Production of palm oil and palm kernel oil in Malaya has increased rapidly since the start of the industry there five years ago. It is expected that the 1928 palm oil crop will total 1,382 tons of oil, an increase of 51% over the 915 ton crop of 1927. The palm kernel yield is estimated at 327 tons, a 77% increase over the 185 tons produced last year. These estimates were made recently by D. H. Grist, Chief Agricultural Economist of the Department of Agriculture of the Federated Malay States.

Develop New Chlorophyll

The firm of Dr. F. Wilhelmi, Taucha Bez, Leipzig, Germany has succeeded in producing a water soluble powdered chlorophyll which is now being manufactured commercially. In this form, the chlorophyll is said to be three times as strong as the usual paste. The company is represented in the United States by Pfaltz & Bauer, Inc., New York.

The Norwegian whaling industry, which produced only 51,400 barrels of oil, valued at 3,100,000 crowns, in 1906, reached a total production of 704,000 barrels, worth 60,000,000 crowns, in 1927.

Hundreds who "could not ship in Bags" Now do!



So many dry chemicals, metallic paints, and mineral and rock products must be kept dry! And yet their shippers want to take advantage of every possible economy.

Bemis Waterproof Bags showed the way to a remarkable combination of perfect protection and utmost economy. Hundreds who once felt they could not ship their products in bags, now do—in Bemis Waterproof Bags.

Made of the very best quality burlap—tough, stoutly woven and tearproof—with a special Bemis Waterproof lining cemented to the fabric.

The strong construction is insurance against tearing, mutilation or sifting in shipment, and the contents are thoroughly protected from dampness, moisture or possible deterioration.

Samples and full information regarding sizes and various types suited to your requirements, sent on request.

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BEMIS BRO. BAG CO.
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BEMIS WATERPROOF BAGS

MR335

SINCE 1858, THE WORLD'S LARGEST MAKERS OF QUALITY BAGS

Stopford Killed in Accident

William A. Stopford, member of the firm of Parsons & Petit, New York, glycerin and soap raw material brokers, died in the Mountainside Hospital, Oct. 30, as a result of an automobile accident in Glen Ridge, N. J., the same day. Mr. Stopford was sixty years old at the time of his death, and had been with Parsons & Petit for over forty years. He was born in Brooklyn, but had been living in Montclair for about twenty years. Mr. Stopford was a member of Drug and Chemical Club of New York, Montclair Athletic Club, and the Upper Montclair Country Club. He is survived by his wife, Mrs. Adelaide Stopford, a son, William A. Stopford, Jr., his mother, Mrs. Amelia Stopford, his sister, Mrs. A. M. Budd, and his two brothers, C. F. and H. B. Stopford, all of Chatham. Services were held at his home Thursday, November 8, in the afternoon.

Bon Ami Founder Dies

William Hamlin Childs, financier and philanthropist, and founder of the Bon Ami Company over fifty years ago at Manchester, Conn., died Nov. 2 at the New York Hospital at the age of 71 following an operation for appendicitis. Mr. Childs was born in Hartford, Conn. on Mar. 7, 1857. When a young man he ran a feed business and rented out part of his building to a man who made a cleaning powder. When the manufacturer fell in arrears in his rent, Mr. Childs took the business in payment, and started the Bon Ami Company. He gradually expanded his operations and became known of later years throughout the American business world for his financial and philanthropic activities. He became associated with a number of firms in the chemical and associated industries, among which were American Coal Products Co., National Coal Tar Co., Congoleum Corp., and Crucible Steel Co. He was a director of several banks and finance companies. He is survived by his widow, the former Helen Spencer of Manchester, Conn. whom he married in 1881, a son, Richard S. Childs, and a daughter, Mrs. Mary C. Draper.

Theo. H. Kappeler, American sales representative for Buhler soap mills, has moved his office from 44 Whitehall St., New York to 39 Front St., Brooklyn, where his test rooms have been located during the past three years. Mills are set up in the test rooms ready for use. The new office location is easy to reach from New York, being almost directly under the Brooklyn terminal of the Brooklyn Bridge.

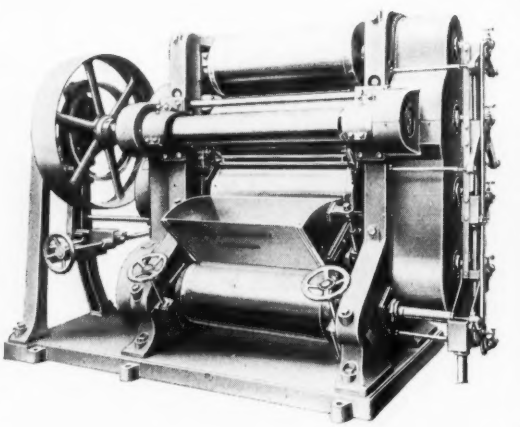
P & G Answer Super Suds Suit

Procter & Gamble Co. in its answer to the suit of Colgate & Co., Industrial Spray Drying Corp., and the Spray Dryer Process Corp. for alleged infringement of patents covering Colgate's *Super Suds* filed in the United States District Court for Southern Ohio at Cincinnati, has entered a detailed denial of the infringement charge in a 27 page document. Procter & Gamble further deny the validity of the various patents involved in the suit as issued to George H. Paltridge, Robert L. Holliday, and Dallas R. Lamont, and assigned to the Industrial Spray Drying Corp. under which Colgate manufactures *Super Suds*. The defendant, Procter & Gamble, states that the apparatus and processes covered by the patents were used for more than two years prior to the applications for the patents, that the patents were illegally filed, that Government requirements were not met legally, and that the Industrial Spray Drying Corp. has no lawful title to such patents.

Procter & Gamble Co. states that *Selox*, their product which is held by the plaintiffs to infringe *Super Suds*, was developed exclusively in its own plant by its own employes. Paltridge, Holliday and Lamont, the original patentees, are held to have derived their ideas from others, to have fraudulently appropriated the work, devices, processes, and products of others, and to have obtained the patents thereon unlawfully. The defendant also claims that the processes and equipment were old and well-known and in use, and did not involve a patentable invention, and had been abandoned to public use. They give a list of prior patents, issued back to 1883 in the United States, Germany, and France, which are held to apply, and also numerous references in the literature. Among those listed as having a prior knowledge and prior use of the principles involved, they mention among others, Merrill-Soule Co. of Syracuse, N. Y., Austin Chemical Co., Austin, Pa., Industrial Waste Products Co., New York, the defendant company, and others.

Claim Rights to Flake Soap

In its answer to the Colgate suit, Procter & Gamble entered a counter-claim against Colgate & Co. stating that they had the sole rights to the manufacture of flaked soap and that Colgate were infringing these rights. Procter & Gamble state that flaked soap and the process for making same were invented by George F. Dawes, who was issued a valid patent, No. 1,571,625, on Feb. 2, 1926, and that the sole rights to manufacture such soaps are now vested in them. They ask that Colgate & Co.



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the No. 312 MRS Five Roller Toilet Soap Mill

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The "LEHMANN" Line of Soap Mills in various sizes up to 22" dia. and 48" length of rolls and designed for every conceivable need, is unsurpassed in construction and workmanship and represents the most up-to-date equipment on the market.

Soap Film from 2/1000 up to 8/1000 of an inch in thickness. Hardest chilled iron rolls obtainable, guaranteed machined inside to uniform thickness of shell. Roll shafts and bearings stronger than those of any other machine on the market.

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be prevented from further use of the process covered by the patent.

Procter & Gamble also ask that Colgate & Co. be prevented from issuing, printed or verbally, warnings, circulars, etc. denying the right of P & G to manufacture and sell *Selox*. They also ask that the case be referred to a master by the Court. The counter-claim is sworn to by H. G. French, vice-president of Procter & Gamble Co. Attorneys for Procter & Gamble are Dinsmore, Shohl & Sawyer of Cincinnati.

Sidney M. Colgate Injured

Sidney M. Colgate, chairman of the board of directors of Colgate-Palmolive-Peet Co., is in the Orange Memorial Hospital, as a result of injuries suffered in a fall from a horse, on October 24. While riding with a party of friends in the Orange Mountain Reservation near South Orange, his horse shied, unseated him from the saddle and then fell on him, fracturing his right hip. It is expected that he will be confined to the hospital for several months.

SIDNEY M. COLGATE

To Make New Soap Machinery

Newman Tallow & Soap Machinery Co., Chicago, the first concern to make a specialty of handling used soap machinery in this country, will soon be in position to offer new soap machinery, such as crutchers, slabbers, tables, cutters, kettles, etc., made to their own design. The first shipment of the new equipment was received by the company late last month. The tables are being made with a new composition top which will not rust or warp and which will not roughen the soap in any way. Other details regarding the new machinery will be available later. In connection with the used machinery end of the business, an entire floor in the Newman office and warehouse building has been set aside for demonstration purposes. After the machines are overhauled they are set up and can be seen in operation. At the present time an entire soap dryer is being assembled on the demonstration floor.

New Wrisley Plant Settled

The new plant of the Allen B. Wrisley Co., in the Clearing Industrial District of Chicago, has recently been completed and is now operating at full tilt. The building is of the modern, "Monitor" type, all on one level, admitting of the utmost in efficient handling and in daylight operation. Construction is of concrete and steel, faced with art brick and limestone trim. Its power plant is semi-detached with a stack 175 feet in height.

The building itself was completed early this spring housing at once the Wrisley toilet preparation laboratories which had been located in temporary quarters since the disastrous fire which, as may be remembered, completely destroyed the old Wrisley factory at 925 South Wells St., Chicago. Next, the general offices were moved into their new quarters, and immediately thereafter an extensive program of equipment for the toilet soap department was undertaken, which has just reached completion. Latest developments in finishing and packaging of milled and cold made toilet soaps have been incorporated thruout, designing being done by Wrisley engineers. One of the interesting features is a six car siding running directly into the building enabling all shipping to be handled under shelter. The company plans a second unit to accommodate the Laundry Soap and Chip Departments, which will be built later adjacent to the present structure.

Management of the business is in the hands of the president, Wrisley B. Oleson, grandson of the late Allen B. Wrisley and George A. Wrisley, grand nephew, who is vice president and general manager. Myron M. Drury is vice president and treasurer; George A. Briggs, vice president, is in charge of the toilet preparation department and R. P. Spencer (formerly general manager of Beaver-Remmers-Graham Co.) is vice president in charge of sales. H. J. Boulden, formerly with the Wm. Waltke Co., St. Louis, is now associated with the company as chemical director.

Sales offices and display rooms are maintained by the Company for the convenience of buyers in the Republic Building, Chicago and the Grand Central Terminal Building, New York City.

National Association of Stearic Acid Manufacturers will hold its annual meeting at the Hotel Schenley, Pittsburgh, Nov. 16 and 17.

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For Pára-dichlorbenzene Blocks.

Rose odor, Pink color	@	$2.75 per lb.
Lilac odor, Red color	@	2.50 per lb.
Cedar odor, Amber color	@	2.25 per lb.
Orange odor, Orange color	@	2.00 per lb.
Lavender odor, Lavender color	@	2.75 per lb.
Violet odor, Blue color	@	3.00 per lb.
Oriental odor, Green color	@	2.75 per lb.

and many others.

For Bath Salts

Violet odor, Violet color	@	$24.00 per gal.
Jasmin odor, Light Amber color	@	24.00 per gal.
Rose odor, Pink color	@	24.00 per gal.
Narcissus odor, Amber color	@	24.00 per gal.
Bouquet odor, Light Green color	@	24.00 per gal.
Lavender odor, Lavender color	@	24.00 per gal.
Chypre odor, Green color	@	24.00 per gal.

and many others.

These are a few of the odor and color combinations. Send for trial ounces of those you are interested in.

Oil Trades Association of New York, Inc., started its fall season with a meeting at the Waldorf-Astoria Hotel, November 14. The members of the organization enjoyed an annual beefsteak dinner, which was followed by a business meeting. Entertainment was provided to make the evening an entire success. Arrangements were in charge of T. J. Skidmore, president, and J. C. Smith, secretary.

Schimmel & Co., Miltitz, Germany, have issued their report on essential oils and synthetic perfuming materials for 1927. The English edition is being distributed in the United States and Canada by Fritzsche Brothers, New York, Schimmel agents. The report covers production, market reviews, price charts, crop characteristics, scientific developments, etc. The 1927 book is 250 pages in size. The annual Schimmel report is of the most widely recognized authorities on essential oils in the world.

Mathieson Alkali Works reports earnings of $573,891 for the third quarter of 1928, equal to $3.60 a share on the 147,207 shares of no-par common stock. Earnings in the previous quarter were $556,666 or $3.49 a share, and in the third quarter of 1927 earnings were $479,664, or $2.96 a share.

Hercules Powder Co. reports a net income of $1,030,463, or $5.66 a share for the third quarter of 1928, as compared with $868,954, or $4.55 a share for the same quarter in 1927. Profit for the first nine months of 1928 was $2,820,112, or $15.10 a share, as compared with $2,376,366, or $12.09 a share in the same period last year.

Carpet and rug cleaners met at the Hotel Martinique, New York, Oct. 22 and 23, for the purpose of forming local and national associations. It is expected that 1929 will see the new organizations in operation.

Billy B. Van, president of Pine Tree Products Co., Newport, N. H., well known comedian, recently made his final appearance on the stage. He will return to Newport to devote all his time to the soap industry.

National Association of Dyers and Cleaners will meet at Memphis, Tenn., in January, 1929, for their twenty-second annual convention. Three motion picture films, dealing with cleaning problems, will be shown. A large number of supply firms have reserved space for exhibits.

Chicago Association Dinner Dec. 4

Chicago Perfumery, Soap & Extract Association will hold its annual banquet at the Edgewater Beach Hotel on Wednesday evening, December 5th. The annual banquet this year will be in charge of the chairman of the entertainment committee, C. A. Seguin, well-known Chicago essential oil man. Serving with Mr. Seguin on the committee will be Donald M. Clark, Franco American Hygienic Co.; A. J. Dedrick, Edward T. Beiser Co.; and Ray Downs, Illinois Glass Co. The annual dinner and entertainment of the Chicago Perfumery, Soap & Extract Association usually brings out several hundred members of the soap, perfume and associated trades in that city. The committee promises this year the greatest dinner ever held by the Association.

Roessler & Hasslacher Chemical Co. honored fifteen employees who had been with the company over twenty-five years at a banquet, held at the Masonic Temple, Perth Amboy, N. J., on Oct. 24. New York employees travelled to Perth Amboy by bus where they enjoyed a dinner, speeches and entertainment. Each of the fifteen old-timers was presented with a gold watch.

Park & Tilford Retail Stores, Inc., has recently been incorporated with an authorized capitalization of $20,000,000. The four Park & Tilford Stores in New York will eventually be built up into a chain of 1,000 grocery stores extending all through the country. David A. Schulte heads the new company.

Pepsodent Co., in a statement recently issued, deprecates senseless price cutting which merely paralyses business instead of increasing sales. The statement seems to forecast a refusal on the part of the Pepsodent Co. to sell its products to notorious price cutters.

General Soap Co., Chicago, has moved its factory and offices to larger quarters at 529 Root Street, that city. The company was formerly located at 3905 S. Halsted Street. They specialize in the manufacture of soap powders, scouring powders, and dishwashing compounds.

Louis K. Liggett Co. has recently purchased the drug business of Chambliss-Smith Co., Johnson City, Tenn.

Germany Soapers on Pre-War Basis

Germany's soap industry is now up to its pre-war output level, according to Commerce Trade Commissioner William T. Daugherty, Berlin. Production last year reached 550,000 metric tons, gaining 20,000 and 75,000 tons over 1926 and 1925. The industry, which now represents an investment of about 300,000,000 marks, has more plants than any other German chemical industry, is third in the amount of artificial power used and fourth in the number of workers employed. The value of Germany's 1913 soap exports (12,270 tons) was 9,910,000 marks, 1926, 14,780,000 marks, and 1927, 17,560,000 marks. Pre-war imports (1,915 tons) were valued at 1,600,000 marks; 1926, 2,380,000 marks, and 1927, 2,900,000 marks. The value of gold, in terms of goods, has of course declined, compared with pre-war. The inflation factor may be roughly accepted as 40 per cent.

The competitive capacity of the German soap industry is strengthened by the fact that its raw materials, imported exclusively from abroad, are duty-free. These include the oils and fats, particularly palm-oil, tallow, blubber, olive-oil, etc., estimated as constituting from 50 to 60 per cent of the necessary raw material consumed by this industry. The other 40 to 50 per cent, made up of palm kernels and ground nuts, is pressed and processed by domestic mills. Against an average price for soap, of 85 marks per 100 kilograms, the customs duty for ordinary solid soap is 7½ marks. Germany now consumes about ten kilograms soap per capita annually. Consumption is estimated as divided among the following types of soap: Laundry soap, including soap-flakes, 40 per cent, soap powder 25 per cent, soft soap 15, fine soap 10, and industrial soap 10 per cent.

The relative standing of the German soap industry, among other specialized chemical branches is shown in the following table, offered by federal authorities on the basis of an official census of the German chemical industry, taken in 1925:

	No. of Plants	No. of Employed	Total HP Consumption
1. Combined Works	321	110,431	503,464
2. Heavy Chemicals	299	33,052	177,462
3. Chemo-Pharmaceutical ...	1,240	25,193	17,303
4. Soap	1,336	19,427	24,741

The reason for the soap industry's high standing, in relation to the number of plants, is because this branch has not yet completely emerged from an industry of "home-workers," small enterprises employing even less than five persons. This is particularly true in South Germany. On the other hand, concentration of production by machinery, versus handicraft, has progressed markedly in recent years and a few German mass-producers of soap are numbered among the largest in the world.

British Soap Exports Steady

British soap exports for August totaled 131,467 cwts., slightly below last year's monthly average of 135,376 cwts. The value of the exports fell off slightly more, reaching a figure of £288,386 as compared with the 1927 monthly average of £318,730. Bar soap was the most important export item, with shipments of 117,231 cwts., valued at £219,004. Toilet soap exports were lower, only 5,415 cwts., with a value of £47,123 being shipped.

Soap imports for the United Kingdom in August remained low in tonnage with receipt of 18,466 cwts., as compared with a 1927 monthly average of 26,270 cwts. The value of the imports stayed up at a figure of £54,758, comparing favorably with the past year's monthly average of £59,098. Hard bar soap was the leading imported item at 9,129 cwts., £20,196. Imports of toilet and shaving soaps totaled 5,435 cwts., with a value of £27,635.

Unregistered medicines, toilet, sanitary, and beauty preparations will not be admitted into Mexico after November 16. Then the sixty days grace allowed under the act which became effective Sept. 16 expires. The sanitary authorities will refuse admission to all unregistered goods. Bolivia has recently enacted a similar law which provides that two samples of each product must be submitted for analysis before registration can be affected.

Roy Denney, cleaning and dyeing expert, formerly director of research for dry cleaners for the Glover Sales Co., Kansas City, has recently joined the staff of the *Cleaning and Dyeing World*, St. Louis.

John P. Harris, Chicago representative for the Industrial Chemical Sales Co., New York, has moved his headquarters to the Engineering Building, 205 West Wacker Drive, Chicago.

E. R. Squibb & Sons recently declared the first quarterly dividend on their new cumulative $6 preferred stock. No dividend was declared on the common stock. The common and preferred stocks were issued last August, in exchange for the old 8% participating preferred stock. The preferred stock dividend amounts to $1.50 a share, and is payable Nov. 1, to stock of record Oct. 25.

Stearic Acid Duty Debated

The definition of stearic acid, which arose in connection with the case brought by Lamont, Corliss & Co., Ponds Extract Co., and Strohmeyer & Arpe Co., was recently considered by the Court of Customs Appeals. A lower court ruled that a foreign product known as a stearic acid was not entitled to that name, since it did not have a crystalline structure, and failed to show a minimum melting point of 126° and a maximum iodine value of 12. This ruling made the foreign acid dutiable at 25% ad valorem, as an acid not specially provided for, instead of at 1½% per pound as stearic acid. American manufacturers held that the foreign product was of no use for the usual purposes to which stearic acid is put in this country, and so could not come into the country under the stearic acid rate. The foreign interests maintained that their product had always been known and sold as stearic acid, prior to the passage of the Fordney tariff act, which must have considered the acid as stearic. They objected to the Treasury Department's crystalline, iodine and titer tests.

To Study Wholesale Methods

National Wholesale Druggists' Association, at its 54th annual convention held a short time ago in Atlanta, adopted an extensive research program in an attempt to improve operating methods in wholesale drug houses. More than six hundred manufacturers and wholesalers were present. A 50% increase in dues to provide funds for carrying out the research program, was voted. It was decided to raise the dues of manufacturers from $50 to $75 a year and the dues of wholesalers from $100 to $150 a year. Entrance fees have been raised from $10 to $100, and in the future all branch houses will pay separate dues as though they were independent organizations. Much of this increased revenue will be used by the Committee on Proprietary Goods and the Committee on Uniform Accounting in an attempt to better the present methods of cost accounting in the proprietary departments. Preliminary work has already been started along this line, and the additional funds will enable the committees to continue it to a useful conclusion.

Jewel Tea Co., Inc., reports sales, amounting to $1,255,529.34, for the four weeks ending Oct. 6, 1928, an increase of 15.15% over the $1,090,356.85 figure for corresponding weeks during 1927. Sales for the first 40 weeks of 1928 have totaled $11,908,079.71, an increase of 9.5 over the total of $10,875,206.58 for the first 40 weeks of 1927.

English Tub Soap Case to Court

Federal Trade Commission has recently filed with the Circuit Court of Appeals for the Second Circuit an application for the enforcement of its order in the case of James J. Bradley & Co. together with the printed transcript of proceedings before it. Briefly the charge involved is that the respondent labeled and stamped one of its soaps with the words, "English Tube Soap," "Hansen-Jenks, Limited, London-New York," and "James J. Bradley & Co., sole agent, U. S. and Canada," which the Commission says misled consumers into the belief that this soap is manufactured in England and imported into the United States, when, as a matter of fact, it is manufactured entirely in this country. Hearings in this case were held in New York some months ago and a number of prominent soap manufacturers and buyers were called to testify. The Commission is applying for enforcement of its own cease and desist order.

Short 1928 Olive Oil Output

Despite the fact that a short crop of Spanish olives is expected for 1928, Barcelona prices on olive oil are lower than those quoted last year. Ordinary oil was quoted recently at 230.45 pesetas per 100 kilos, as against 291.30 pesetas per 100 kilos for 1927. An original fine crop of olives suffered damage from insects and unfavorable weather conditions, so that it is expected to yield only 175,000 to 250,000 metric tons of oil. If it falls below 200,000 metric tons, it will be the smallest Spanish olive oil crop in sixteen years. When the new oil is available on December 1, dealers expect to have on hand about 300,000 tons of oil as a carry-over from the 665,638 ton crop of 1927. The Italian crop of olive oil has been affected by the drought, and this will exaggerate the shortage of new oil this year.

A number of buyers of toilet goods testified at a recent Chicago hearing of the complaint made against V. Vivaudou, Inc., by the Federal Trade Commission. The Commission charges Vivaudou with violating the Federal law against monopolies through the purchase of Alfred H. Smith Co., Melba Manufacturing Co. and Parfumerie Melba, Inc., and other toilet preparation manufacturers. The witnesses testified that there had been no change in the sales policy since the merger, and that the same salesmen called on them, each still representing only one company. Another hearing was held in New York, on November 8.

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PERSONAL and IMPERSONAL

William Bibby and Edward Bibby, of J. Bibby & Sons, Ltd., British soap and oil house, returned to England late last month, having been in this country since Oct. 9. While here they made their headquarters with the African & Eastern Trading Co., New York, palm oil importers.

I. Rokeach & Sons, Inc., Brooklyn producers of soaps and food products, are building a new, $150,000, four-story factory at Third St. and Wythe Ave., to replace their Jersey plant. They plan to make kitchen soap in the new building.

M. J. O'Hara, formerly with the Teele Soap Co., Cambridge, Mass., has become associated with the Harris Soap Co., Buffalo, N.Y. in the capacity of soapmaker. Mr. O'Hara has been engaged in the soap business in this country for the past thirty-five years.

The value of the estate of the late J. Ogden Armour has been estimated at $2,000,000 by Leon Edelman, assistant to the probate judge. At the time of his death, in August, 1927, his estate was estimated at $50,000,000 but since then it has turned out that the bulk of the securities are of very doubtful value.

The thirty-sixth annual tournament of the Wholesale Druggists' Bowling Association of New York, opened Monday evening, Oct. 22. The highest team score of the evening was rolled by Colgate-Palmolive-Peet Co. with 902. Teams in the tournament this year include, Colgate, E. R. Squibb & Sons, Lanman & Kemp, Church & Dwight, American Cyanamid Co., Roessler & Hasslacher Chemical Co., Grasselli Chemical Co.

Silk-Eze Co., Inc., has been formed by James D. Quinn, Eugene C. Pailler and Frederick A. Henning, to manufacture soap powders at 133 Stuyvesant Ave., Lyndhurst, N. J. The company has issued 2,500 shares of no-par stock. Messrs. Quinn and Pailler were formerly associated with the Bonded Products Co., Brooklyn, recently sold J. T. Robertson Co., Syracuse, N. Y.

Gold Dust Co. earned $2,731,769 during the year which ended Aug. 31, 1928, as against earnings of $1,827,650 during the previous fiscal year. This equalled $8.97 a share earned on each of the 304,485 shares, as compared with $6.20 a share on 294,643 shares for the preceding year.

An attorney for Lever Bros. & Co., Inc., appeared recently before Controller H. E. M. Bradley in Dublin, Ireland, in connection with the refusal of the Irish Free State to register the Lever trade mark, "Lifebuoy." The trade mark was registered in the London Patent Office in 1894, and Lever Bros. & Co. believe themselves entitled to registration in the Irish Free State under the Free State Act.

Armour Soap Works, Swift & Co., and other soap manufacturers, are making preparations to furnish their stockholders with special Christmas gift packages. The Armour package contains selected Armour products packed in a leatherette case, and is offered at one-third retail value.

Waltke Soap Co., Tampa, Fla., has recently been organized by W. A. Waltke, F. J. Woods, and W. C. Brooker with 250 shares of no-par stock.

Louis A. Waltke, president of Waltke Investment Co., St. Louis, and formerly head of William Waltke & Sons, soap manufacturers, recently taken over by Procter & Gamble, in answering an inquiry made by SOAP, stated that his present company was not interested, either financially or in any other way, in the Waltke Soap Co., Tampa, Fla., reported elsewhere in this issue as having recently been organized.

S. Harry Conover, assistant general sales manager of E. R. Squibb & Sons, was presented with a silver tea and coffee service, by president C. H. Palmer and vice president Theodore Weicker, at a recent sales conference of Squibb salesmen, in recognition of twenty years of service. Presentation was made by Mr. Weicker.

ONLY THE FINEST QUALITY

That is Bertrand Freres Policy on all products sold under their label.

Every soap manufacturer should become acquainted with the following B. F. oils—

OIL GERANIUM
OIL VETIVERT BOURBON
OIL VETIVERT JAVA
OIL PATCHOULY
OIL THYME
OIL ROSEMARY
OIL LAVENDER FLOWERS
OIL LAVENDER SPIKE

Two new B. F. Specialties

RESIN PATCHOULY **RESIN VETIVERT**

Combining the perfume value of the oil with the fixative properties of the resin.

OIL BERGAMOT **VILARDI** **OIL LEMON**

Our principal Paolo Vilardi is located in the heart of the producing regions. Every can of Lemon or Bergamot offered by Vilardi is sealed by chemists of the Italian Government. This is your guarantee of purity.

Let us submit quotations.

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GRASSE **FRANCE**

P. R. DREYER INC.

26 CLIFF STREET **NEW YORK**

Sole Selling Agent for

VANILLIN FABRIK	NORD AFRICAN COMMERCIAL	H. RAAB & CO.	PAOLO VILARDI
Hamburg, Germany	Alger, Africa	Roermond, Holland	Reggio Calabria, Italy
Aromatic Chemicals	*Oil Geranium*	*Artificial Musks*	*Messina Essences*

E. N. Eckler, head of Ecco Laboratories, 216 Linden Ave., Jersey City, N. J., formed about six months ago to manufacture cleansers, reports that his business has been developing very satisfactorily during the period.

Merlin Products Corp., New York, has recently been organized to take over M. O. Wilkins Corp., makers of a household cleaner. The officers of the new company are: president, Joseph Lorenz; vice-president and general manager, M. O. Wilkins; secretary-treasurer, John M. Mallin; sales manager, Stanley G. Grady.

French Battery Co., Madison, Wis., is planning to make a new shaving soap. The investment in the new project will be about $200,000.

Pyramid Supply & Manufacturing Co., Philadelphia, has been incorporated for $15,000, by I. J. Gough, Drexel Hill, Pa., to manufacture and sell soap.

Procter & Gamble Manufacturing Co., Cincinnati, recently filed a complaint with the Interstate Commerce Commission, asking for lower freight rates on caustic soda and soda ash shipped to Kansas City from points in Wisconsin, Michigan, Ohio, West Virginia and Virginia.

Drackett Chemical Co., Cincinnati, is to put a new household cleaning fluid on the market. An extensive advertising campaign is planned to introduce the new product to the housewives of the country.

Bon Ami Co. and subsidiaries report a net profit of $955,366 for the first nine months of 1928, equivalent to $4.40 a share on the 100,000 shares of no-par class A stock, and to $2.57 a share earned on 200,000 shares of no-par class B stock.

Many soap makers displayed their products at the recent Canadian National Exhibition in Toronto. The following firms were among those represented: Armand, Ltd., St. Thomas; John Taylor & Co., Ltd., Toronto; Colgate & Co., Montreal; G. H. Woods & Co., Toronto; Bon-Ami, Ltd., Montreal; Lever Brothers Co., Ltd., Toronto; Procter & Gamble Co. of Canada, Ltd., Yardley & Co., Ltd., Toronto.

Pennstead Products Co., has been incorporated in Newark, N. J. to manufacture soaps.

Andrew Jergens Co., Cincinnati, is building a new six-story addition to its plant, which will cost more than $125,000 when completed. Ferro Concrete Construction Co. are the contractors.

Soap Section of the American Grocery Specialties Association met at the Edgewater Beach Hotel, Chicago, during the early part of the week of Oct. 22.

Richard A. Hudnut, founder of the perfume business, bearing his name, died of heart failure at his home in Juan les Pins, near Nice, France, on Oct. 30.

The recently organized Lineaweaver-Stroup Soap Co., Cleveland, recently opened a branch office in Pittsburgh. There are other branches in Detroit, Louisville, Indianapolis, Columbus and Wheeling, W. Va., and more are to be organized.

Burma Vita Co., Minneapolis, makers of shaving cream, plan to double their productive capacity before the first of the year. New machinery now being installed at a cost of more than $10,000 will make it possible to produce about four tons daily.

Chicago office of American Ammone Co. has been moved to 476 West Erie St. The manager, W. L. Milliken, reports an increasing business throughout the middle west.

Co-Operative Products Co., manufacturers of cleansing preparations, are opening a new plant at Springfield, Ill.

Mulhens & Kropff, Inc., New York, perfumers and soapmakers, recently filed an answer to the Federal Trade Commission's complaint that it had imitated the labels, trade mark, and product of "4711" Cologne water, manufactured by the House of Mulhens, Cologne, Germany. The defendant explained that during the war the interest of Ferdinand Mulhens, an alien, in the old Mulhens & Kropff organization had been sold to William Kropff, who sold out to the defendant. Mulhens & Kropff, Inc., maintains that the real infringer is Ferdinand Mulhens, Inc.

Israel Shrimski, vice-president of Bauer & Black, Chicago, soapmakers and perfumers, died recently of heart trouble, following an attack of acute indigestion.

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African — Geranium Bourbon

Lavender Fleurs — Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE
NEW YORK CITY

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

A soap suitable for washing in salt water or hard water and which will give a good lather under these conditions, is as follows: coconut oil 35 to 45 parts; rosin 5 to 8 parts; caustic lye 40 to 60 parts; borax or sodium chlorate 1 to 6 parts; agar agar or lichen mucilage 8 to 15 parts. The soap is made in the usual way and the mucilage added during boiling.—*British Soap Manufacturer.*

A soap stock consisting of a high percentage of coconut oil, with a prime tallow base, has been recommended for cleaning rugs in an article in a recent issue of *Cleaning and Dyeing World.*

Trade emulsants and wetting agents for use in place of soaps for various industrial operations, all containing high-molecular alkali sulfonates, have a marked advantage in that they are not affected by hard water or mineral acids. Twenty one of the naphthalene sulfonates on the German market were examined. The commercial importance of these products in Europe is increasing rapidly.—*Papier-Fabrik, 26,* 318, 1928.

Some soap powders analyzed show 12 to 15 per cent soap content while some scale down to less than one per cent. There should be legal standards for soap powders, particularly as to their soap content. A high hardness factor (Webb, IXS factor) in soaps for soap powders so that they may grind readily is necessary. Quote a mixture of 56 parts tallow and 44 parts palm kernel oil with a hardness factor of 187, which compares with 170 for toilet milling base. *Perfumery & Essential Oil Record,* Oct. 1928.

A neroli odor for soaps is made as follows: bois de rose, Cayenne, 2 parts; methyl anthranilate, 2 parts; petitgrain oil, Paraguay, 5 parts; lemon oil, 3 parts. A so-called glycerin and cucumber odor is given as follows: bergamot, 36 parts; red thyme oil, 12 parts; olive oil, 6 parts; cassia oil, 6 parts; balsam Peru, 3 parts; spike lavender, 8 parts.—*British Soap Manufacturer,* Sept. 1928.

Loofah soap is a product made from a gourd, called dishcloth, made up of spongy fibres which are impregnated with soap while it is molten or pasty. The dry loofah is the fruit of the loofah in the form of a horn. The fibres when filled and saturated with soap which has hardened, are cut apart into cakes, and have an abrasive action combined with the detergent action of the incorporated soap.—French Patent No. 542,751.

A soap which lathers abundantly in cold water, forms a hard cake, does not soften in use, and containing 15 per cent castor oil, was made according to the following formula: 66% sunflower oil, 31% mixture of sunflower and castor oils (containing 5 to 15% castor oil) and 3% rosin. Cooking took eight hours and settling forty. The soap gave a normal yield and had a normal water content.—*Oil & Fat Industry* (Russia), 15, 1928.

A soap for dry cleaning is made from a fatty acid with a melting point below 36 deg. F is partially saponified with ammonia water or caustic soda, and an emulsifying agent is incorporated comprising chlorinated hydrocarbons such as trichlorethylene, perchlorethylene, or pentachlorethylene, or free fatty acids and wood alcohol. Hexalin may be added or if used alone as a stabilizing agent, fatty acids with melting points up to 50 deg. F may be used and wholly saponified. Pure oleic acid saponified 65 to 75 per cent is suggested.—British Patent No. 289,582.

Compounds for washing are made from fatty acids such as stearic, oleic, ricinoleic, treated with alkali hypochlorites and then with an acid such as sulfuric. The products obtained either alone or with organic compounds, halogenated or not, give with smaller quantities of hypochlorite, a thick paste for industrial uses. French Patent No. 633,922.

A water soluble soap for textile treatment is made by the action of alkali hypochlorites or aldehydes, particularly acetic aldehyde and furfural, on mixtures of mineral oils and fatty acids, oils or fats.—French Patent No. 634,983.

"Distinguished for its high test and uniform quality."

SODA ASH
CAUSTIC SODA
CALCIUM CHLORIDE
BICARBONATE OF SODA

Michigan Alkali Company

General Sales Department

21 East 40th St. - - - - New York City

Chicago Office: 1316 South Canal Street, Chicago, Ill.

Works: Wyandotte, Mich.

CONTRACTS AWARDED

Windsor Soap Co., Inc., awarded 10,000 cakes of soap for Brooklyn Quartermaster at 3.24c. Emery Industries, Inc. awarded 18,000 lbs. of candles at 10.8c. Armour & Co. awarded 240,000 lbs. laundry soap at 4.93c. Purdy & Stevens Supply Co. awarded 30,000 cakes scouring soap at 3.25c. Triton Supply Co. awarded 2,432 cans of soap powder at 3.5c. Windsor Soap Co. awarded 32,000 cakes white floating soap at 3.42c. H. T. Crosby awarded 60 qts. of metal polish at 18c.

United States Soap Co., Cincinnati, awarded 216 cans of scouring compound at 4.2c, and 150 cans of same at 4c for Chicago Quartermaster. Windsor Soap Co., Buffalo, awarded 100 cakes of white floating soap for Chanute at 3.4c; 900 cakes for Rock Island at 3.4c; 500 cakes for Selfridge at 3.4c; 100 cakes for Custer at 3.4c; 1,500 cakes for Sheridan at 5.75c; 3,000 cakes for Chicago at 3.4c. James S. Kirk & Co., Chicago, awarded 100 cakes of grit soap for Chicago at 3.25c; 500 cakes for Des Moines at 3.25c. United States Soap Co., Cincinnati, awarded 500 cakes for Selfridge at 3.1c; 1,400 cakes for Harrison at 3c; 500 cakes for Sheridan at 3.1c. Day & Frick Soap Works, Chicago, awarded 300 cakes of grit soap for Meade at 3.45c; 100 cakes for McCoy at 3.45c; 300 cakes for Snelling at 3.45c; 200 cakes for Lincoln at 3.45c; 300 cakes for Brady at 3.45c.

Armour & Co., Chicago, awarded 2,400 lbs. laundry soap for Fort Brady at 5.23c per pound; 4,800 lbs. for Chanute Field at 5.23c per pound; 240 lbs. for Chicago at 5c per pound; 360 lbs. for Camp Custer at 5.23c per pound; 180 lbs. for Camp McCoy at 5.23c per pound; 600 lbs. for Rock Island at 5.23c per pound; 300 lbs. for Savannah at 5.23c per pound; 3,960 lbs. Selfridge Field at 5.23c per pound; 2,520 lbs. for Hayes at 5.23c per pound; 2,400 lbs. for Fort Benjamin Harrison at 5.23c per pound; 240 lbs. for Fairfield at 5.23c per pound; 4,980 lbs. for Snelling at 5.23c per pound; 3,360 for Camp Meade at 5.23c per pound; 3,360 for Camp Meade at 5.23c per pound; 1,440 lbs. for Lincoln at 5.23c per pound; 4,200 lbs. for Sheridan at 5.23c per pound.

Unity Sanitary Supply Co. awarded 12 bottles of disinfectant for Brooklyn Quartermaster at 35c. F. H. Leggett & Co. awarded 84 qts. of ammonia at 12.5c. Procter & Gamble Distributing Co. awarded 300 pounds of soap powder at 4.16c. Armour & Co. awarded 150 cans of soap powder at 3.18c. Wm. Goldenblum & Co., Inc. awarded 200 pts. metal polish at 11.5c. Larkin Co. awarded 84 lbs. of soap powder at 3.98c, and 200 lbs. of powder at same price. F. H. Leggett & Co. awarded 12 qts. ammonia at 12.5c, and 24 qts. at same price. Larkin Co. awarded 600 lbs. soap powder at 3.98c. American Tar Products Co. awarded 8,000 gals. of creosote oil for Memphis engineer at $1,400.

At a recent soap award for Holabird, Md., Gold Dust Corp. bid 22c on washing powder. Colgate & Co. bid 20c on Colgate shaving soap. Procter & Gamble Distributing Co. bid 6.17c on six ounce cakes of Ivory soap. Frey & Son bid 5.58c on Life Buoy soap. Palmolive-Peet Co. bid 6.35c on Palmolive soap.

On awards of soap for Fort Sam Houston, the following bids were registered: Swift & Co., washing powder, 2.7c per pound; James S. Kirk & Co., "Jap Rose" toilet soap, 6.85c, "Kirk Olive," 4.34c; Procter & Gamble Distributing Co., white floating "Ivory," 6.75c; John Rothschild & Co., Inc., "Colgate's" shaving soap, 20c; San Antonio Drug Co., "Listerine" toothpaste, 14.25c; Palmolive-Peet Co., shaving soap, 22.5c; Andrew Jergens Co., "Woodbury's" toilet soap, 16.09c; John Rothschild & Co., "Colgate's" toothpaste, 15.8c; Be Vier & Co., "Pepsodent" toothpaste, 31c; Swift & Co., Maxine Elliott toilet soap, 4.35c; John Rothschild & Co., Cashmere Bouquet toilet soap, 14.8c.

F. J. Lewis Mfg. Co., Chicago, awarded 9,500 lbs. of naphthalene flake for Chicago Quartermaster at 5.48c.

Preston H. Rhodes, Philadelphia, awarded 3,600 gallons of disinfectant for United States Marine Corps at 99c.

UNIFORM QUALITY

INGREDIENTS whose quality is uniform are essential to the soap manufacturer. A shipment of coconut oil that is not up to standard means money lost.

Spencer Kellogg and Sons' coconut oils are controlled from the time the copra is bought until the customer receives the oil. Constant and exacting tests insure satisfaction. We *invite* tests of a random sample from any batch to prove this statement.

SPENCER KELLOGG COCONUT OILS:

Manila Raw
Crystalite
*Silver Seal Cochin
Edible
Hydrogenated

**Recommended wherever a bleached and neutralized oil of uniform quality is demanded.*

SPENCER KELLOGG AND SONS, Inc.

General Offices: Buffalo, N. Y.
New York Offices: Graybar Building
Crushing Plant: Manila, Philippine Islands
Refinery: Edgewater, N. J.

Sales Offices In All Principal Cities

Warehouse Stocks

Baltimore
Boston
Chicago
Cleveland
Detroit
Kansas City
New York City
Philadelphia
(Tank Wagon Service in Greater New York)

KELLOGG'S THE TEST TELLS 1894

RECORD OF TRADE-MARKS

The following trademarks were published in the October issues of the *Official Gazette* of the United States Patent Office in compliance with section 6 of the Act of Sept. 20, 1905 as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Magic Swan—This in outline letters under the picture of a Swan, describing nonsaponaceous liquid dry cleaner. Filed by Magic Swan Co., Tuckahoe, N. Y., July 11, 1928. Claims use since June 16, 1928.

Kwiksolv—This in striped letters describing soap. Filed by Palmolive-Peet Co., Chicago, Ill., July 16, 1928. Claims use since March 18, 1925.

Crystal Blanco—This in solid letters describing soap. Filed by Palmolive-Peet Co., Chicago, Ill., July 16, 1928. Claims use since April 6, 1921.

Bonol—This in solid letters describing liquid dry cleaner. Filed by Mid-States Chemical Co., Inc., St. Louis, Mo., July 31, 1928. Claims use since April 2, 1928.

Stine-O-Clene—This in solid letters describing soap. Filed by Adolphus H. Stine, W. Asheville, N. C., August 4, 1928. Claims use since July 14, 1928.

Arima Soap Paste—This in solid letters describing soap paste. Filed by Arima Soap Paste Co., Bethlehem, Pa., Aug. 8, 1928. Claims use since June 11, 1928.

D-B—This in solid letters in a square and above the words "Death on Bacteria, It Kills Germs Only," describing disinfectant. Filed by Llewellyn Goode Duggar, Hope Hull, Ala., May 20, 1927. Claims use since Feb. 20, 1927.

No Equal—This in solid letters over the picture of a woman's head, describing dentifrices, dental creams, tooth pastes and mouth washes. Filed by No Equal Products Co., Chicago, Ill., June 8, 1928. Claims use since Dec. 2, 1927.

Got U Bug—This in solid letters written after the picture of an eye, describing insecticides. Filed by G. McC Co., New Orleans, La., June 28, 1928. Claims use since March 1, 1928.

Poi Gra—This in solid letters in a triangle, describing preparation for destroying rodents. Filed by California Rex Spray Co., Benicia, Calif., July 21, 1928. Claims use since July 1, 1927.

247,136—Cleaning Liquid. Bonide Chemical Co., Utica, N. Y. Filed May 9, 1928. Serial No. 266,121. Published June 19, 1928.

Hollywood Star—This in letters together with design of star, describing shoe dressing. Filed by Hollywood Color Co., Los Angeles, July 14, 1928. Claims use since June 28, 1928.

McGuire's Kite—This in solid letters together with design, describing auto top dressing. Filed by James E. McGuire, Camden, N. J., Aug. 14, 1928. Claims use since Feb. 28, 1928.

Soda-Dent—This in solid letters, describing tooth paste. Filed by Soda-Dent Co., Baltimore, Md., Oct. 31, 1927. Claims use since July 1, 1927.

Raxmonia—This in solid letters, describing cleanser and disinfectant. Filed by Raxmonia Co., Cincinnati, Ohio, Aug. 21, 1928. Claims use since Apr. 16, 1928.

Pen-A-Tox—This in solid letters, describing tooth paste and mouth wash. Filed by Jaciel Perfumers, Inc., New York, Aug. 22, 1928. Claims use since May 15, 1928.

Ring Soap—This in solid letters in circular design, describing soap. Filed by Samuel Cummins, New York, Feb. 1, 1927. Claims use since June 15, 1925.

Rokeach—This in solid letters, describing soap and cleanser. Filed by I. Rokeach & Sons, Inc., Brooklyn, May 18, 1928. Claims use since 1891.

Queen Castle—This in solid letters, describing soap and shaving cream. Filed by Plomar Products Corp., Pittsburgh, June 8, 1928. Claims use since Apr. 1, 1928.

Oleophine Soap Oil—This in solid letters, describing liquid soaps. Filed by Aix-Olein Co., Inc., Brooklyn, June 22, 1928. Claims use since Aug. 1, 1921.

Perfex—This in solid letters, describing cleaning fluid. Filed by Perfex Products

POWDERED

Soap Manufacturers

You are interested in increasing your volume of business and net profit, aren't you?

Well – Here's How

When you have adopted a suitable dispenser, you are equipped to give the most satisfactory soap service ever offered to Factories, Machine Shops, Newspaper and Printing Plants; Garage and Oil Stations; Electrical and Battery Shops; Railroads and Industrial Plants of all kinds.

The J & W Powdered Soap Dispenser solved the problem of dispensing your soap to this trade.

You make the Powdered Soap. We make the dispenser. Order a few dozen and go after this business.

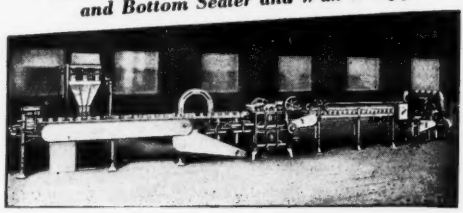
Bobrick Chemical Corporation

Established 1906

111-117 Garey Street
Los Angeles, Calif.

87 Fifth Avenue
New York City

Net Weight Scale, Combination Top and Bottom Sealer and Wax Wrapper.



POINT 10

Conserve Time, Labor, Materials, Inventories, Working Capital and Space!

TIME—Hand packaging cannot compete with JOHNSON Automatic PACKAGING MACHINES. Competition also demands prompt shipment of volume orders — an emergency only machines can meet.

THE 10 POINT *Line*

1. Fitted to Your Plant Requirements!
2. All Parts Made in Our Own Plant!
3. Modern Design, and Constantly Kept So!
4. Same-day shipment of your parts orders!
5. Speed with Accuracy, Safety & Efficiency!
6. Progressive, Straight Line YET Flexible Packaging!
7. Fully Automatic In Operation — Labor Costs Practically Nil!
8. Units for small as well as large manufacturers!
9. Increased Package Value Means Greater Sales and Profits!
10. Conserve Time, Labor, Materials, Inventories, Working Capital and Space!

LABOR — JOHNSON Machines decrease supervisory and operating expense to a minimum.

MATERIALS—Spoilage is eliminated by JOHNSON Machines.

INVENTORIES—Inventories are kept to the lowest possible level by JOHNSON Machines, while stocks are kept adequate to sales requirements.

WORKING CAPITAL—Working capital is kept active by allowing material purchases to be scheduled more closely.

SPACE — Valuable floor space is released by JOHNSON Machines, resulting in a lowered overhead and quicker and more orderly production.

Write today for an appointment, at no obligation, with a JOHNSON Sales Engineer. He will analyze your need, work with us on the machines to fit this need, and bring to you a proposal covering equipment that will guarantee to do your job.

JOHNSON AUTOMATIC SEALER CO., Ltd.
Battle Creek, Mich., U. S. A.

NEW YORK
30 Church Street

CHICAGO
228 No. La Salle St.

JOHNSON
AUTOMATIC PACKAGING MACHINERY

cales; Bottom and top Sealing Lining Machines. Wrappers (Wax & Glassine).

Co., Philadelphia, July 9, 1928. Claims use since June 5, 1928.

Rid-All—This in solid letters, describing insecticide. Filed by Nailay Products Co., Los Angeles, July 16, 1928. Claims use since Aug. 11, 1915.

Bingo—This on reverse plate with design of cross, describing insecticide. Filed by Damrell Chemical Co., Modesto, Cal., Aug. 3, 1928. Claims use since July 1, 1928.

T. S. F.—This in outline letters, describing insecticide. Filed by Burrell-Dugger Co., Indianapolis, Ind., Aug. 11, 1928. Claims use since February, 1924.

Jackson Park—This in solid letters describing cleaner and polisher. Filed by Frank C. Weber & Co., Chicago, Oct. 12, 1927. Claims use since on or about Sept. 1, 1903.

Mabon—This in solid letters, describing toilet soaps. Filed by Mabon Soap Co., Detroit, April 16, 1928. Claims use since about Feb. 20, 1928.

Sanbec—This in solid letters, describing metal polish. Filed by John Tischler, East Port Chester, Conn., July 21, 1928. Claims use since July 13, 1928.

Washum—This in solid letters, describing hand cleanser. Filed by Washum Products Co., Billings, Mont., Mar. 6, 1928. Claims use since May 1, 1926.

Crystal Blanco—This in solid letters with design of goat, describing soap. Filed by Palmolive-Peet Co., Chicago, July 16, 1928. Claims use since Apr. 6, 1921.

Fantan—This in solid letters, describing soap. Filed by Fan Tan Laboratories, Chicago, Aug. 24, 1928. Claims use since May 1, 1928.

Trade Marks Granted

247,568—Scouring Powder. I. Rokeach & Sons, Inc., Brooklyn, N. Y. Filed May 18, 1928. Serial No. 266,622. Published July 10, 1928. Class 4.

247,586—Dry-cleaning soap preparation. Warren Soap Manufacturing Company, Boston, Mass. Filed May 3, 1928. Serial No. 265,866. Published July 17, 1928. Class 4.

247,593—Cleansing preparation. Milan Bedrosian, doing business as Oriento Manufacturing Co., Elmira, N. Y. Filed May 2, 1928. Serial No. 265,775. Published July 10, 1928. Class 4.

247,596—Liquid toilet soaps and scrubbing soap. Joseph Christopher Shepard,

(*Continued on Page* 81)

New Patents

Conducted by

LANCASTER & ALLWINE

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

No. 1,685,360, CLEANING COMPOSITION. Patented September 25, 1928 by Robert Burns Hoffman of Monterey, California. A silver cleaning composition consisting of 100 grams of diatomaceous earth, 150 grams of water, 6 grams of calcium chloride, one gram ferric oxide, one gram ammonia, and one gram of oil of citronella.

No. 1,682,830, AUTOMOBILE CLEANING SYSTEM, Patented September 4, 1928 by Ralph B. Busby and Lee B. Samanski of Oakland, California. An automobile cleaning system comprising a frame, a high pressure pump mounted on said frame, an automatic pressure regulating relief valve on said pump, a fresh water tank mounted in said frame below said pump, a suction pipe extending from said pump to the bottom of said tank, a vertical open and overflow pipe connected to said suction pipe, a pipe establishing communication between said automatic relief valve and said overflow pipe, a soap tank mounted on said frame and having a pipe connection to said suction pipe, a distillate tank having a pipe connection to said suction pipe.

No. 1,684,336, MEDICINAL SOAP, Patented September 11, 1928 by Hans Hoffmuller von Kornatzki of Ziegenhagen, Post Reetz, Germany. A soap for therapeutic purposes consisting of 6 parts by weight of a soap mixture obtained from fatty oils and caustic soda, one part of 95% alcohol, 1 part of freshly prepared rectified amber oil, and 0.2 part succinic acid.

Phoenix-Hermetic Co., Chicago, makers of metal caps have recently opened branch offices at 703 Temple Building, Rochester, 1211 Chestnut St., Philadelphia and 131 State St., Boston.

MYSORE GOVERNMENT

East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore S. India

Distillers of Essential Oils and Manufacturers of Perfumery Products

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

For your own protection, insist on Original Cans and Cases

PACKED IN 100-LB. CASES—EACH CASE CONTAINS 4 25-LB. TINS
SUPPLIED THROUGH YOUR JOBBER

COX, ASPDEN & FLETCHER

Sole Agents in U. S. A.

26 CORTLANDT STREET NEW YORY CITY
PHONE—RECTOR 4586 CABLE ADDRESS—COXASPDEN, N. Y.

Say you saw it in SOAP!

Market Report on

ESSENTIAL OILS AND AROMATICS

(As of November 8, 1928)

NEW YORK—Dealers report a steady trading in essential oils during the past month. Normal amounts of material were moving under contract, and spot business was good. There were many price changes reported, predominantly upward, due, apparently to increased buying. Oil of cloves rose sharply again due to the reports of a short spice crop. Gains were also noted in petit grain, lemon, sandalwood, anise, lavender, peppermint and eugenol. Cedar leaf, orange and citronella fell off slightly.

Oil Anise

As a result of higher cables from China, anise has gone up to 59c lb. in several quarters on spot. Higher prices are expected.

Oil Cedarleaf

Cedarleaf has eased off slightly, and is quoted down to $1.00 lb. A quotation of $1.20, last month's low, seems to be the top. Cedarwood firm at 26c to 28c lb.

Oil Citronella

Lack of demand for this oil has caused a revision of prices downward. Java closed at 46c to 47c lb., with Ceylon at 41c to 45c lb.

Oil Cloves

With the report that the clove spice crop now being harvested will reach only about 60% of normal size, the oil has risen sharply in price. Prices from $2.45 to $2.60 lb. are quoted, with a strong chance that they may go even higher. On this strength in cloves, eugenol, a derivative of clove oil, has also risen, and is quoted as high as $3.50 lb.

Oil Geranium

This item which has been strong for several months past, eased off considerably within the period, but no price changes were reported. African closed at $3.75 to $4.25 lb., with Bourbon at $4.50 to $5.00 lb.

D&O ESTABLISHED IN 1798

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SOAPS

Perfumed with D & O Compounded Bases

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For White Soaps

Rose 4663	$5.00 per lb.
Bouquet 4507	4.50 per lb.
Jasmin 4891	8.00 per lb.
Lavender Bouquet 4987	$4.75 per lb.

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Bouquet 5049	$3.00 per lb.
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You know the reputation of Merck's Standard Chemicals. In the manufacture of soaps, or for any purpose for which Methyl Salicylate is employed—*use Merck's*

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Odor — Clean Refreshing — Lilaclike
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OIL LAVENDER

Low priced lavender oils can still be obtained at figures down to $2.60 lb., but the higher grade oils have firmed up decidedly, and are quoted all the way from $4.00 to $5.50.

OIL PEPPERMINT

Natural oil of peppermint rose during the period, and was decidedly stronger at the close at prices from $3.35 to $3.60 lb. Redistilled is still quoted at from $3.50 to $3.75 lb.

OIL PETIT GRAIN

After the recent market advance, petit grain has firmed and is strong at prices ranging from $1.85 to $2.00 lb.

OIL SANDALWOOD

An acute temporary spot shortage or sandalwood oil has run the local price up to $7.50 lb. There are nominal quotations of $7.00, but little can be purchased at that figure. Light demand and the expectation that new stocks will soon relieve the shortage have combined to prevent sharp price movements upward.

E. M. Laning Co., New York, perfuming material house, has issued a revised wholesale price list, giving information about the various products of the company. A new group of perfumes, water soluble odors especially developed for theatre sprays, were announced in the new list.

A. M. Todd Co., essential oils and aromatic chemicals, Kalamazoo, Mich., have appointed A. J. Dedrick as Chicago representative with offices at 500 North Dearborn St.

A. L. van Ameringen, New York, manufacturer of aromatic chemicals, has recently added two members to his selling force, George J. Tombak, in New York, and Charles Rawson, in the eastern states.

George V. Gross Co., 30 Old Slip, New York, essential oil dealers, have established a branch office at 788 South San Pedro St., Los Angeles, where they will carry a stock of essential oils. M. B. Abrams, formerly at the Cincinnati office, has taken charge of the new branch.

Albert Verley, head of Etablissements Albert Verley, Ile St. Denis, France, aromatic chemical producers, arrived in the United States last month on a visit to Albert Verley, Inc., Chicago, the American representatives of his company. Following a few days in New York and a short stay in Chicago, Mr. Verley and David A. Bennett, head of the Chicago firm, left to visit customers of the house throughout the Middle West.

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for Perfumers and Soapmakers

LAVENDER OIL

New crops of Lavender are now being marketed, and we would be pleased to send samples and quotations on your requirements.

Benzylacetate F. F. C.

FLOSAL

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NEW YORK

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Market Report on

SOAP AND DISINFECTANT CHEMICALS

(As of Nov. 8, 1928.)

NEW YORK—Mixed movements in prices were reported in the chemical market during the past month. The market was generally active with large amounts of material moving into the hands of consumers. Alkali sales and shipments reached new high levels, and there was increased activity in the market for bleaching powders. Better than seasonal sales in almost all lines seemed to reflect nation-wide industrial activity.

ALKALIS

All the alkalis were active, with record amounts being taken by industrial users. Dealers were optimistic over the promising condition of the market. No changes will be made in the contract price schedules for 1929.

ROSINS

The rosin market was in a very satisfactory condition with demand continuing good for all grades. Large shipments from Savannah and Jacksonville reduced the stocks in the primary markets, despite the arrival of shipments from the interior. Prices of the lower grades remained substantially the same, but the more expensive rosins showed an advance over last month's quotations. Spot rosin closed as follows: B, $9.30; H, $9.40; N, $9.70; WG, $10.85; WW, $11.65. Wood rosin was still quoted at $7.15 bbl. works.

GLYCERIN

With the advent of colder weather, prices of C. P. and dynamite glycerin moved up fractionally. The market was in good shape with seasonal amounts of the product being taken. C. P. was quoted at 15½c to 16c lb., and dynamite at 13c to 13½c lb., with Saponification and Soaps, Lye steady at last month's closing figures.

COAL TAR PRODUCTS

The market for coal tar products was a routine affair this month, with ordinary

THE NEWPORT PRODUCTS *for soap makers*

TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with High Boiling Points and Better Dissolving Properties

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.

NEWPORT TRADE MARK

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Diamond Alkalies Include

58% Soda Ash
76% Caustic Soda
Bicarbonate of Soda
Laundry Soda
Cleaner and Cleanser
Special Alkali

ALKALI

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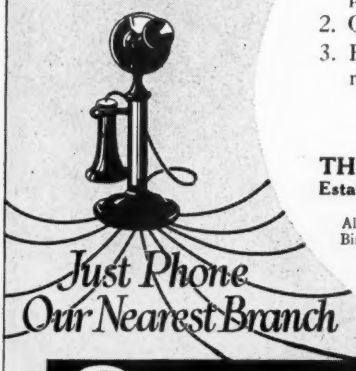
Because Diamond Alkalies are made of the finest raw materials—because the most rigid manufacturing standards are constantly maintained and because a nationwide distribution assures prompt deliveries, it is but logical that Diamond Alkalies should be your inevitable choice.

Diamond Alkali Company
Pittsburgh, Pa. *and Everywhere*

For TRI SODIUM PHOSPHATE

A BETTER Source of Supply



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THE GRASSELLI CHEMICAL COMPANY
Established 1839 **CLEVELAND, OHIO**

Branches and Warehouses

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GRASSELLI GRADE

A Standard Held High for 89 Years

amounts moving out to consumers at prices which showed little change over last month's quotations. Naphthalene was still quoted at 5c for flakes and 6c for balls. Cresylic acid was lower, the 95% product being priced at 70c to 72c gal., and the 97-99% grade at 72c to 75c gal. Creosote oil, tar acid oils and paradichlorbenzene were unchanged.

MISCELLANEOUS

High grade insect powder was quoted at from 46c to 50c lb. Formaldehyde advanced in price within the period and closed at 9½c to 10c lb. Synthetic menthol was priced lower at $3.00 to $3.75 lb.

Samuel P. Rigney, secretary of Roessler & Hasslacher Chemical Co., New York, died suddenly on Oct. 23, at Niagara Falls, while on a business trip. He was fifty-six years old, and lived at Mt. Vernon, N. Y. Among other activities, Mr. Rigney was vice-president of the Synthetic Organic Chemical Manufacturers Association, and a member of the executive committee of the Drug and Chemical section of the New York Board of Trade and Transportation.

Givaudan-Delawanna, Inc., New York, announce that the address of their Chicago office will soon be changed to 607 Washington Boulevard. The phone number, State 8570, will remain unchanged. Dudley Lum is in charge of the Chicago branch.

Members of the Synthetic Organic Chemical Manufacturers Association, fine organic and special chemicals branches, were entertained at the Raritan Valley Country Club, Somerville, N. J., early this month, by the Calco Chemical Co. Among the organization members and other Calco guests present were Ralph E. Dorland, Dow Chemical Co.; John Boyer, Monsanto Chemical Works; A. L. van Ameringen; Charles Kelly, Rhodia Chemical Co.; Milton Kutz, Roessler & Hasslacher Chemical Co., and John Kienle, Mathieson Alkali Works.

Dodge & Olcott Co., 87 Fulton St., New York, essential oil dealers, have recently issued 3,000 shares of $100 par preferred stock and 15,000 shares of no-par common stock. This brings the total capitalization of the company up to 20,000 shares.

Grasselli Chemical Co., and its subsidiaries, earned $2,431,843 for the six months ending June 30, 1928, according to a recent report.

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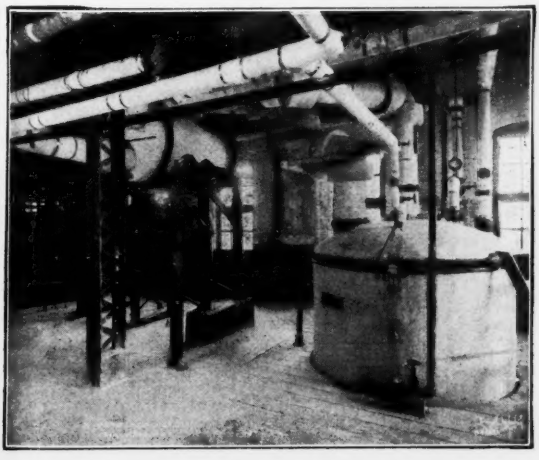
WURSTER & SANGER, INC

GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.



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Refining of Fats and Oils
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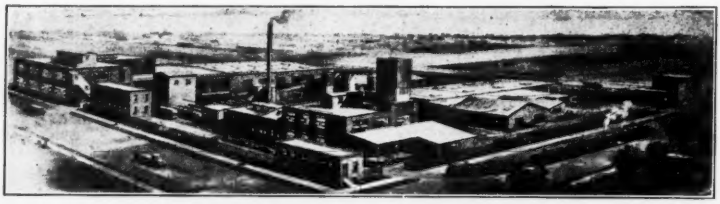

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There are numberless obvious advantages in buying your raw materials direct from the manufacturer. Not the least lies in our ability to handle our customers' orders promptly at all times. Over fifty years' experience in this business means that the oils and fatty acids will be right in quality and price.

What are your needs?

Barrels, Drums or Tank Cars **Spot or Shipment**

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SOFTS MEDIUMS HARDS

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AFRICAN & EASTERN TRADING CO., Inc.

8-10 Bridge Street **New York**

Say you saw it in SOAP!

Market Report on

TALLOW, GREASES AND OILS

(*As of Nov. 8, 1928.*)

NEW YORK—The market for tallow, oils and greases has been very quiet for the last month, with demand failing off all along the line. There have been some fractional price advances but only a small volume of sales. A slump in copra receipts caused an advance in coconut oil prices. With the report of a larger cotton crop, cottonseed oil continued down. After advancing during the period, greases weakened. The end of the year slump caused price declines in the market for olive oil and olive oilfoots. With consumers well supplied, the market for palm oil was quiet, at lower prices. Palm kernel oil showed strength. Tallow prices advanced fractionally, but users showed little disposition to buy.

COCONUT OIL

Decline in receipts of copra and reported damage to the crop have combined to strengthen the position of sellers in the coconut oil market. Spot tanks are quoted at 8c lb., Pacific coast, and 8 3/8c lb. Atlantic coast, with some dealers quoting as high as 8½c. Buyers, apparently well covered, show no desire to buy at these advanced figures, thus producing a quiet market.

COTTONSEED OIL

The recent Government crop report predicted a yield of 14,133,000 bales of cotton, a larger figure than had been previously expected. With harvesting well along and fair weather expected, the price of cottonseed oil fell off. Buyers seemed satisfied to wait, confidently expecting even lower figures. Crude closed at 7⅞c to 8c lb., with P. S. Y. at 9 3/8c to 9½c lb.

GREASES

Greases advanced during the month to prices higher than were quoted at the close of the last period; but with lower grade materials

Stearic Acid

Double and Triple Pressed— Cakes and Powder

Especially suitable for use in the manufacture of shaving creams, textile soaps, metal polishes, textile specialties and related products.

Large production insures the uniformity of Emery stearic acid and is your guarantee that we can meet your demands for quality and service day in and day out. May we quote on your next requirements?

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Special Olive Elaine is recommended by the N. A. D. C. for use in dry cleaning soaps. Emery Elaines will improve your soaps, polishes and similar products. Our Saponified and Distilled oils are the standards for the industry.

These oils run absolutely uniform, with an unusually low percentage of unsaponifiable material. Shipments can be made on short notice, from warehouse stocks located throughout the country.

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Vegetable Oils - Tallow - Greases

Coconut Oil *Olive Oil* *Oleo Stearine*
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50 Lb. Grease Pail

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563 GREENWICH STREET
NEW YORK CITY

Vegetable Oils

Olive Oil Palm Oil Cottonseed Oil
Olive Oil Foots Palm Kernel Oil Cocoanut Oil

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reaching the market in good supply toward the end of the period, final quotations were lower with a downward tendency. House grease closed at 8¾c lb., with yellow at 8½c to 9c lb. Choice white closed at 10¾c lb.

OLIVE OIL FOOTS AND OLIVE OIL

The usual seasonal slump, together with the continued general substitution of red oil for olive oil, produced a very quiet market. The decreased demand resulted in lower prices. This month's high for spot commercial oil was $1.32 as against $1.35 for last month. Shipment sold at $1.30, high, as against $1.35 for the previous period. Olive oil foots were off fractionally, and closed at 10¼c to 10⅜c lb. for spot, and 10⅛c to 10¼c lb. for shipment.

PALM OIL

The palm oil market eased off during the period after the tight conditions last month, due to the fact that consumers have been pretty well taken care of. With tallow easier to obtain, the demand for palm oil declined, and buyers seemed willing to wait for the new crop in December.

Spot and shipment Lagos closed at 8⅜c to 8½c lb., with Niger at 7¾c to 8c lb.

PALM KERNEL OIL

Lower cake prices have caused an advance in palm kernel oil. Spot bbls. were quoted, nominally, at 8⅝c to 9c lb., with spot tanks at 8⅜c lb. English oil was offered at 8¼c lb. for Dec.-Jan. or Jan.-Feb. delivery, with Mar.-Apr. oil quoted at 8⅝c lb.

TALLOW

This market has been quiet, with offerings and sales light. Sellers, being well sold, were comfortable despite the tendency of buyers to hold off. City extra closed at 9¼c to 9½c lb., and fancy at 9¾c to 10c lb.

RED OIL AND STEARIC ACID

With a good demand there was no change in red oil prices. Producers raised stearic acid prices sharply during the month, with usual amounts being taken at the advanced prices. Stearic acid closed at 18c to 18½c lb. for double pressed, and 20c to 20½c lb. for triple pressed.

F. W. E. Martin, vice-president of Aspegren & Co., cottonseed oil factors, New York, died unexpectedly as he entered the New York Produce Exchange on the morning of November 1. Mr. Martin was fifty-three years old, and had been with Aspegren & Co. for about thirty years. He was a director of the Gulf and Valley Cotton Oil Refining Co., and a member of the New York Produce Exchange.

Howard Sherrill Dies Suddenly

Howard W. Sherrill, president of Welch, Holme & Clark Co., New York soap raw material house died suddenly at his home in East Orange, N. J., Nov. 5, following a heart attack. He was forty years old.

Mr. Sherrill was born in New York, May 15, 1888. He was educated at Newark Academy and Princeton University, having also taken reserve officers' courses at the United States Naval Academy, later serving as an ensign during the World War. His club affiliations included membership in the Greenbrook Country Club, Columbian Club and Nassau Club. Mr. Sherrill was also a very active member of the Oil Trades Association of New York having made it a habit to be on hand at every meeting and outing. Through his association activities and through his constant contact throughout the trade he was widely known and highly thought of by all members of the soap, vegetable oil and related industries. His loss will be keenly felt in many quarters.

Mr. Sherrill's widow and a six year old daughter survive him. Funeral services were held Nov. 7, at the residence, interment having been in Rosedale Cemetery, East Orange.

United States imports of toilet soap, during August, 1928, totaled 146,400 pounds as compared with 146,873 pounds for the same month in 1927. This amount was valued at only $43,098 as against $49,049 for August, 1927. United States imports of castile soap amounted to $190,287 pounds with a value of $22,378 for August, 1928. The imports for August, 1927, totaled 203,296 pounds with a value of $33,123.

Lester McNerney, Pfaltz & Bauer, Inc., Chicago, has recently been transferred to 683 Antonia St., Los Angeles, where he will assume the duties of vice-president and manager of the Pfaltz & Bauer Chemical Co., a subsidiary of Pfaltz & Bauer, Inc., New York, perfuming materials house.

Jewel Tea Co., Inc., recently declared an extra dividend dividend of $1 a share on common stock, in addition to the usual quarterly dividend of $1 a share. The extra dividend will be payable Dec. 15, as of record, Nov. 30, and the regular dividend will be payable Jan. 16, as of record Jan. 2. It is planned to increase the common stock from 120,000 to 300,000 shares, allowing present stockholders to subscribe for one share, at $100, for each three shares now held.

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PUMICE STONE

All Grades *Barrels or Carloads*

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NIAGARA ALKALI COMPANY

Their use is a profitable habit

CAUSTIC POTASH

(*Flaked, solid or liquid*)

CAUSTIC SODA

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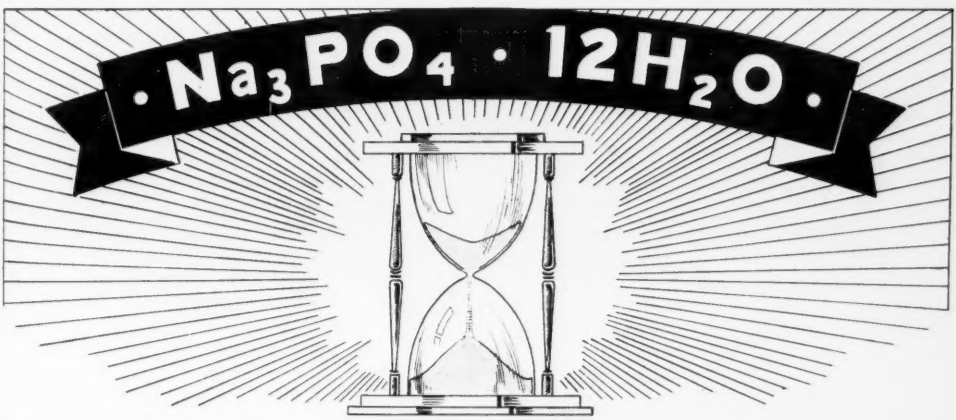
CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.17	.18
Acid, Boric, bbls.	lb.	.08¼	.08½
Cresylic, 95%, dk., drums	gal.	.70	.72
97-99%, pale, drums	gal.	.72	.75
Formic, 85%, tech.	lb.	.11	.12
Oxalic, bbls.	lb.	.11	.14
Salicylic, tech.	lb.	.37	.40
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.14½	.15
Anhydrous, bbls.	lb.	.15½	.16
Alcohol, Ethyl, U. S. P., bbls.	gal.	2.75	3.00
Complete Denat., No. 5, drums ext.	gal.	.43	.45
Alum, potash, lump, lb.	lb.	.03½	.04
Ammonia Water, 26 deg., drums wks.	lb.	.03½	.04
Ammonium Carbonate, tech., bbls.	lb.	.08½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.90
St. Thomas, bbls.	gal.	.85	.90
Domestic, bbls.	lb.	.70	.80
Benzaldehyde, U. S. P.	lb.	1.15	1.25
Technical	lb.	.60	.65
Bleaching, Powder, drums	100 lb.	2.00	2.50
Borax, pd., cryst., bbls., kgs.	lb.	.04½	.05
Carbon Bisulphide, drums	lb.	.05	.06
Carbon Tetrachloride	lb.	.06¼	.07¼
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	15.00	30.00
Cresol, U. S. P., drums	lb.	.14	.17
Creosote Oil, drums	gal.	.14	.16
Formaldehyde, bbls.	lb.	.09½	.10
Fullers Earth, bags	lb.	.01¾	.02
Glycerin, C. P. drums	lb.	.15½	.16
Dynamite, drums	lb.	.13	.13½
Saponification, tanks	lb.	.08⅜	.08½
Soaps, Lye, tanks	lb.	.07½	.07¾
Hexalin, drums	lb.	—	.60
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	6.00	6.25
Synthetic	lb.	3.00	3.75
Mercury Bichloride, kegs.	lb.	1.65	1.80
Naphthalene, ref. flakes, bbls.	lb.	.05	.06
Nitrobenzene (Myrbane) drums	lb.	.09	.12
Paradichlorobenzene, bbls.	lb.	.16	.19
Paraformaldehyde, cases	lb.	.40	.42
Petrolatum, bbls. (as to color)	lb.	.04	.09
Phenol, (Carbolic Acid), drums	lb.	.14	.16
Pine Oil, bbls.	gal.	.66	.67
Potash, Caustic, drums	lb.	.07⅛	.07½
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	2.00	3.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lb.	bbl.	9.30	9.40
Grade K to N	bbl.	9.55	9.70
Grade WG and WW	bbl.	10.85	11.65
Wood, works	bbl.	—	7.15
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soap, Mottled 40 lb. box	lb.	.15	.18
Powdered White, U. S. P.	lb.	.29	.30
Green, U. S. P.	lb.	.07	.07½
Whale Oil, bbls.	lb.	.04½	.05
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls., up, local	100 lb.	2.29	2.50



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Nashville **New York** **St. Louis**

American Ground
ITALIAN PUMICE STONE

Free from the usual impurities, uniformly ground, it is the best and most satisfying abrasive for Soaps.

Makers of soaps and hand pastes for use in *homes* —as well as in *shops*—will prefer this high quality Pumice Stone. Your product is cleaner. It leaves the hands cleaner and smoother.

Send for samples and prices.

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242 Water Street **New York**

Importers and Grinders of Pure Italian Pumice

Palm Oil

Plantation
Lagos and Softs
Semis and Niger

Palm Kernel Oil

Average Analysis
f.f.a. - 3.60
2.5 red - 30 yellow

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in
BULK, TANK CARS, DRUMS and BARRELS

THE NIGER COMPANY, INC.

82 BEAVER STREET **NEW YORK**

Agents for
British Oil & Cake Mills, Ltd., Hull, England

Say you saw it in SOAP!

Soda Caustic, Contract, wks. sld...100 lb.	2.90	3.10
Five drums up, solid, local.....100 lb.	3.66	3.80
Five drums up, grnd. flk.....100 lb.	4.31	4.55
Soda Sal, bbls. .....lb.	.90	1.00
Soda, Sesquicarbonate, bbls. .....100 lb.	3.00	3.75
Sodium Bifluoride .....lb.	.18	.19
Sodium Chloride (Salt) .....ton	13.00	20.00
Sodium Fluoride, bbls. .....lb.	.08¾	.09½
Sodium Hydrosulphite, bbls. .....lb.	.26	.28
Sodium Phosphate, bbls. .....lb.	.04	.05
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drum....100 lb.	.75	1.20
Drums, 60 deg., wks. .....100 lb.	1.65	1.90
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25% .....gal.	.26	.29
Zinc Oxide, lead free .....lb.	.07	.08
Zinc Stearate, bbls. .....lb.	.18	.18½

Oils—Fats—Greases

Castor, No. 1, bbls. .....lb.	.13½	.13¾
No. 3, bbls. .....lb.	.13	.13¼
Coconut, tanks, N. Y. .....lb.	.08¼	.08⅜
Tanks, Coast .....lb.	.07¾	.07⅞
Fatty acids, mill, tanks .....lb.	—	—
Cod, Newfoundland, bbls. .....gal.	.66	.67
Copra, bags, Coast .....lb.	—	.05⅛
Corn, tank, mills .....lb.	—	.08⅛
Bbls., N. Y. .....lb.	—	.10
Fatty acid .....lb.	—	.08⅞
Cottonseed, crude, tanks mill .....lb.	.07⅞	.08
PSY .....lb.	.09⅜	.09½
Fatty Acids, mill, bbls. .....lb.	—	.08¾
Degras, Amer., bbls. .....lb.	.04½	.06
English, bbls. .....lb.	.05	.05¼
German, bbls. .....lb.	.03¾	.04
Neutral, bbls. .....lb.	.07¾	.09½
Greases, choice white, bbls., N. Y. ...lb.	.08⅝	.10¾
Yellow .....lb.	.08½	.09
Brown .....lb.	—	.08⅛
House .....lb.	—	.08¾
Bone Naphtha .....lb.	—	.08⅛
Lard, prime steam, tierces .....lb.	—	.12⅛
Compound tierces .....lb.	.11¾	.12
Lard Oil, edible prime .....lb.	.16¼	—
Extra, bbls. .....lb.	—	.13½
Extra, No. 1 bbls. .....lb.	—	.13¼
No. 2, bbls. .....lb.	—	.12½
Linseed, raw, bbls., spot .....lb.	.10	.11
Tanks, raw .....lb.	.09⅛	.09¼
Boiled, 5 bbl. lots .....lb.	.11¼	.11⅜
Menhaden, Crude, tanks, Balt. .....gal.	—	.47
Light pressed, bbls. .....gal.	.60	.61
Yellow, bleached, bbls. .....lb.	.62	.63
Extra bleached, bbls. .....gal.	.65	.66
Oleo Oil, No. 1, bbls., N. Y. .....lb.	—	.12½
No. 2, bbl., N. Y. .....lb.	—	.11¼
No. 3, bbls., N. Y. .....lb.	—	.10¾
Olive, denatured, bbls., N. Y. .....gal.	1.30	1.32
Shipments .....gal.	1.27	1.30
Foots, bbls., N. Y. .....lb.	.10¼	.10⅜
Shipments .....lb.	.10⅛	.10¼
Palm, Lagos, casks spot .....lb.	—	.08⅜
Shipments .....lb.	—	.08⅜
Niger casks, spot .....lb.	—	.08
Shipments .....lb.	—	.07¾
Palm Kernel, pkgs. .....lb.	.08¾	.09
Tank cars .....lb.	—	.08⅜
Peanut, refined, bbls., N. Y. .....lb.	—	.13½
Crude, bbls., N. Y. .....lb.	—	.12
Red Oil, distilled, bbls. .....lb.	.09¾	.10¼
Saponified, bbls. .....lb.	.10	.10½
Tanks .....lb.	—	.09
Soya Bean, crude tks., Pacific Coast ..lb.	—	.09¾
Crude, bbls., N. Y. .....lb.	.12¼	.12½
Refined, bbls., N. Y. .....lb.	.13¼	.13½
Stearic Acid		
Double Pressed .....lb.	.18	.18½
Triple pressed, bgs. .....lb.	.20	.20½
Stearine, oleo, bbls. .....lb.	.10¾	.11
Tallow, fancy, f. o. b. plant .....lb.	.09¾	.10
City, extra loose f. o. b. plant ....lb.	.09¼	.09½
Tallow oils, acidless, tanks, N. Y.....lb.	—	.12
Bbls., c/l, N. Y. .....lb.	—	.12¼
Whale, nat. winter, bbls., N. Y. .....lb.	—	.78
Blchd., winter, bbls., N. Y .....gal.	—	.80
Extra blchd., bbls., N. Y. .....gal.	—	.82

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Soya Bean Oil Fatty Acid
Refined Palm Kernel Oil
Palm Kernel Oil
Mustard Seed Oil
Peanut Oil Fatty Acid
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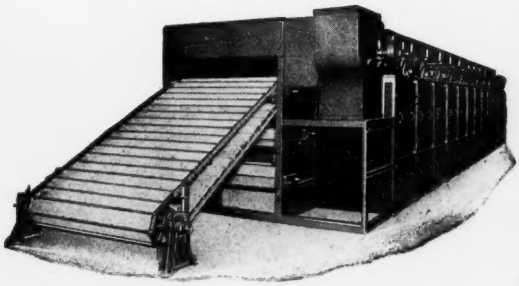
REGGIO, CALABRIA
Bergamot, Lemon and Orange Oils

Essential Oils

Almond, Bitter, U. S. P.	lb.	2.75	3.00
Bitter, F. F. P. A.	lb.	2.00	3.75
Sweet, cans	lb.	.77	.80
Apricot, Kernel, cans	lb.	.45	.50
Anise, cans	lb.	—	—
U. S. P., cans	lb.	.58	.59
Bay, tins	lb.	2.25	2.50
Bergamot, coppers	lb.	5.00	6.00
Artificial	lb.	2.00	3.25
Birch Tar, rect., bot.	lb.	.50	.55
Crude, tins	lb.	.11	.14
Bois de Rose	lb.	1.75	2.50
Cade, cans	lb.	.26	.28
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.25	3.50
Camphor, Sassy, drums	lb.	.15½	.16
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	3.00	3.10
Rectified, tins	lb.	3.60	3.75
Caraway Seed	lb.	1.70	1.80
Cassia, 80-85%	lb.	—	—
Redistilled, U. S. P., cans	lb.	2.25	2.40
Cedar Leaf, tins	lb.	1.00	1.20
Cedar Wood, light, drums	lb.	.26	.28
Citronella, Java, drums	lb.	.46	.47
Citronella, Ceylon, drums	lb.	.41	.45
Cloves, U. S. P., cans	lb.	2.40	2.60
Copaiba	lb.	.60	.70
Eucalyptus, Austl., U. S. P., cans	lb.	.56	.58
Fennel, U. S. P., tins	lb.	.80	.90
Geranium, African, cans	lb.	3.75	4.25
Bourbon, tins	lb.	4.50	5.00
Hemlock, tins	lb.	.95	1.00
Lavender, U. S. P., tins	lb.	2.60	5.50
Spike, Spanish, cans	lb.	1.00	1.10
Lemon, Ital., U. S. P.	lb.	3.85	4.25
Lemongrass, native, cans	lb.	.85	.87
Linaloe, Mex., cases	lb.	2.50	2.60
Neroli, Artificial	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.75	1.85
Orange, Sweet, W. Ind., tins	lb.	4.75	5.25
Italian, cop.	lb.	5.25	6.00
Distilled	lb.	4.25	4.50
Origanum, cans tech.	lb.	.25	.30
Patchouli	lb.	5.75	6.50
Pennyroyal, dom.	lb.	1.90	2.00
Imported	lb.	1.20	1.30
Peppermint, nat. cases	lb.	3.35	3.60
Redis., U. S. P., cases	lb.	3.50	3.75
Petit Grain, S. A., tins	lb.	1.85	2.00
Pinus Sylvestris	lb.	.75	1.00
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	11.00	12.00
Bulgarian	oz.	12.00	15.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.45	.50
Tech., lb. tins	lb.	.30	.33
Sandalwood, E. Ind., U. S. P.	lb.	7.00	7.50
W. Indian (Amayris)	lb.	2.25	2.40
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.26	.28
Spearmint, U. S. P.	lb.	4.25	4.50
Thyme, red, U. S. P.	lb.	.75	.80
White, U. S. P.	lb.	.85	.90
Tech.	lb.	.60	.70
Vetivert, Bourbon	lb.	6.00	9.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	9.00	12.00

On drying Soap



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Aromatic Chemicals

Acetophenone, C. P.	lb	3.00	3.75
Amyl Cinnamic Aldehyde	lb.	6.00	12.00
Anethol	lb.	1.10	1.25
Benzaldehyde, tech.	lb.	.60	.65
Benzyl Acetate	lb.	1.05	1.35
Alcohol	lb.	1.00	1.50
Citral	lb.	2.75	3.00
Citronellal	lb.	2.75	3.25
Citronellol	lb.	4.00	5.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.60	3.75
Diphenyl oxide	lb.	.90	1.00
Eucalyptol, U. S. P.	lb.	.95	1.00
Eugenol, U. S. P.	lb.	2.50	3.50
Geraniol, Domestic	lb.	1.25	2.00
Imported	lb.	2.00	5.00
Geranyl Acetate	lb.	2.75	3.50
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	5.00	9.00
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	3.00	5.00
Linalyl Acetate	lb.	3.50	7.50
Menthol	lb.	6.00	6.25
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.25	3.00
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.40	.45
Mirbane, rect.	lb.	.10	.12
Musk Ambrette	lb.	6.00	7.00
Ketone	lb.	7.00	10.00
Xylene	lb.	2.25	2.75
Phenylacetaldehyde	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.50	6.50
Rhodinol	lb.	6.00	8.00
Safrol	lb.	.28	.30
Terpeneol, CP, 1,000 lb. drs.	lb.	.34	.36
Cans	lb.	.36	.38
Terpinyl Acetate, 25 lb. cans	lb.	.85	1.15
Thymol, U. S. P.	lb.	2.50	2.65
Vanillin, U. S. P.	lb.	6.25	7.00
Yara Yara	lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.46	.48
Concentrated Extract	gal.	2.75	3.00
Gums—			
Arabic, Amb. Sts.	lb.	.11	.12
White, powdered	lb.	.18	.20
Karaya	lb.	.12	.16
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.32	.34
Bees, white	lb.	.50	.52
African, bgs.	lb.	.36	.38
Refined, yel.	lb.	.41	.42
Candelilla, bgs.	lb.	.23	.25
Carnauba, No. 1	lb.	.46	.48
No. 2, Yel.	lb.	.40	.42
No. 3, Chalky	lb.	.26	.28
Japan, cases	lb.	.18	.19
Paraffin, ref. 125-130	lb.	.05	.06
Pine Oil, stm. dist.	gal.	.66	.67
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.32	.40

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for TOILET, HAND and HOUSEHOLD SOAPS

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Factory: LONG ISLAND CITY, N. Y.

St. Louis
Los Angeles

Automobile Soaps

(*From Page 29*)

Method for Potash Soap

A POTASH soap is made as follows:—Prepare one hundred and two pounds of caustic potash lye at twenty-three degrees Baume cold, then add one-third of the prepared lye to the linseed oil which has been heated and when the mixture has a milky appearance and is neutral, add the remaining lye as rapidly as the oil will take up the alkali. The boiling should be very slow and mixed continuously and care should be taken that the mass does not boil over. If there is danger of boiling over, turn off the steam and open cold water through the jacket, also paddle the soap rapidly until it has subsided. Do not let the soap bunch in the pan until all the lye has been added.

The soap can then be boiled slowly until a thick paste is formed, when the steam should be turned off, except a very small amount, enough to keep the pan warm. Cover the pan and let set for hours which is necessary to complete saponification. At the expiration of this time, take a sample of this soap and test it for free caustic potash. If the weights of the oil and the lye have been carefully figured, there should be from one- to two-tenths per cent of excess alkali. Mix thoroughly into the soap three per cent of pearl ash solution at thirty degrees Baume. When this solution is thoroughly mixed through the soap, it will be a paste thick enough to shovel into the barrels or packed into cans. This soap should age about ten days before shipping. In the boiling, about five per cent or more of water should be added to allow for evaporation during the boiling process.

Method for Soda Soaps

MAKING automobile soap by the soda process, may be by the settled process and cut into bars or by the semi-boiled or run process as all the glycerin is retained and assists the soap to dissolve readily, as most automobile soaps are dissolved in cold water. The soap made by the semi-boiled process is semi-hard and is run into cans or barrels while warm.

A good automobile soap made of caustic soda by the run process is as follows:—Put into the pan fifty pounds of yellow cottonseed oil and fifty pounds of prime green olive foots. Prepare fifty-six pounds of caustic soda lye at thirty-one degrees Baume. Turn steam into the jacketed pan

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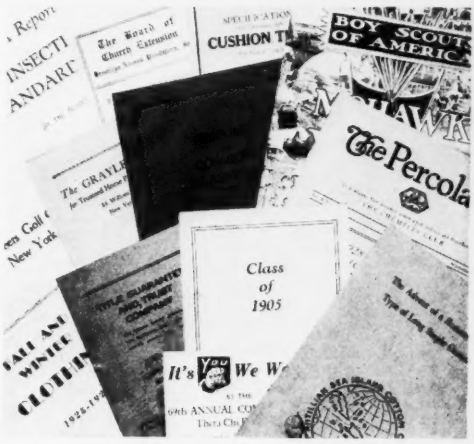
heating the oil to one hundred and twenty degrees F, then run in the fifty-six pounds of lye slowly, mixing continuously. In fifteen minutes the lye should be all in. Allow the temperature to rise not to exceed one hundred and forty degrees F, and continue mixing about one-half hour. Turn the steam off the pan and cover for two hours, after which, remove the cover and turn on the steam allowing the soap to heat to one hundred and sixty degrees F during continuous mixing. If the soap rises in the pan, turn off the steam and open cold water through the jacket, also paddling the soap down. Often when the steam is turned on after the soap has rested for two hours, there will be quite a grainy appearance, this will gradually emulsify and the soap will gather into a smooth consistency. Slow boiling should be continued for about an hour for complete saponification, adding enough water (about five per cent) to replace evaporation, if the soap is finished in the time already mentioned. Close off the steam, take a sample and test it for free caustic. If by using phenolpthalein as indicator, a pink instead of a red shows, there will be about one-tenth per cent or less of free alkali. When this condition is present, mix in seven pounds of pearl ash solution at thirty degrees Baume and six pounds of mineral soap stock (petroleum jelly). The soap can be cooled down to about one hundred and thirty degrees F and drawn into cans or barrels.

Oil Residues as Soap Stocks

(*From Page 28*)

ordinary kinds of soap. This can also be explained. The fatty acids are formed at the expense of the neutral fats which originally prevailed. Besides hydrolysis, the original fats and are also subjected to oxidation, which has been proven to the writer in the fact that the glycerin disappears. Transpositions of double bonds may also take place as well as molecular splitting and the acids that are obtained in this manner can no longer correspond to those which constitute the neutral fatty substance. This is true at least in part.

All the problems and questions which have been brought to the attention of the reader in this article are nevertheless still in an incompletely answered state, and it appears highly advisable to investigate more thoroughly these soap making residuals. These residuals are undoubtedly products which possess certain important advantages to the soap manufacturer, but they must be properly used. After the details of their use and of their effect on the



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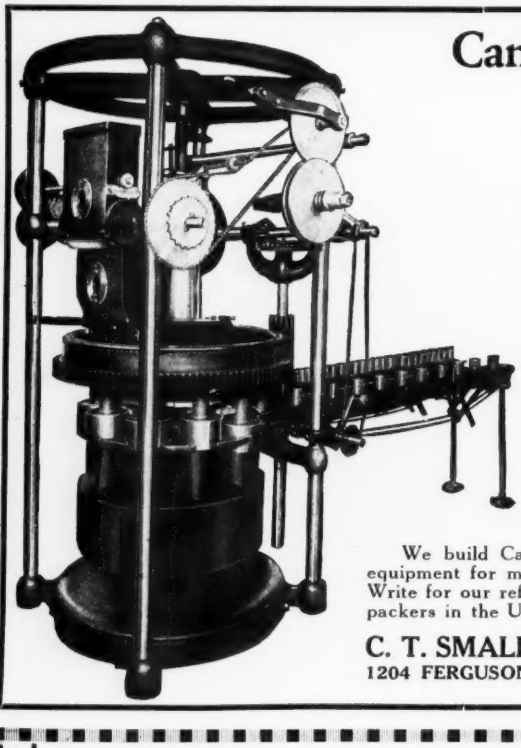

Can and Package Filler

Automatic

Description—Fills Soap Powder Cleansers, Insecticides, Soap Paste, etc. Takes square or round cans when fitted with proper attachments.

Range—Adapted to cartons and bags and tin or paper cans from 1″ high, 1″ dia. to 10″ high, 6″ dia.

Equipment—Equipped for one size of package only, extra attachments furnished as required. Can be adapted to fill paste, powder or chip soap.

Speed—100 or more cans per minute, depending on size of can and nature of product. Will pack materials as tight or loose as desired.

Guarantee—Will fill 98% of all good containers with mean variation of ⅛ ounce per pound or less.

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Do it automatically - Increase production
Cut overhead - Reduce labor cost

We build Cappers, Sealers, Tube Winders, furnish all equipment for making tin and paper cans, cartons or bags. Write for our references. They include many of the largest packers in the United States.

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OIL OF BERGAMOT ~ VILARDI

A MANUFACTURER buying this brand is assured of securing an oil from the most important and reliable source of supply. It assures the user of obtaining absolutely satisfactory results—

Ask us for a sample and be convinced that the

OIL OF BERGAMOT

supplied by the

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is the kind you should use.

SOLE AGENTS IN U. S. AND CANADA

P. R. DREYER INC. **26 CLIFF STREET NEW YORK**

Chicago — Detroit — St. Louis — Kansas City — New Orleans — Philadelphia
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Say you saw it in SOAP!

soap product in general have been established, it is probable that their use will be materially increased.

Specifications for Cleaners

(*From Page 33*)

desired. All three types contain considerable abrasive material. Type A is for use in scouring marble floors or other surfaces requiring a mild abrasive and a moderate amount of alkaline salts. Type B is for general use as a scouring powder for tile or ceramic floors, terrazzo floors, or other surfaces not requiring special treatment. Type C is a special powder for use on oily and greasy floors.

2. For specification for grit cake soap, see Federal Specifications Board specification No. 33a; for specification for hand grit soap, see Federal Specifications Board specification No. 35.

Trade Marks Granted

(*From Page 55*)

Wilmington, N. C. Filed April 30, 1928. Serial No. 265,700. Published June 19, 1928. Class 4.

247,732—Antiseptic chemical cleaner. Charles H. Briggs, doing business as Charles H. Briggs & Co., Chicago, Ill. Filed April 24, 1928. Serial No. 265,317. Published July 17, 1928. Class 4.

247,761—Washing and cleaning compound. Dox Company, San Francisco and Emeryville, Calif. Filed May 23, 1928. Serial No. 266,855. Published July 10, 1928. Class 4.

247,858—Soap. The Palmolive-Peet Company, Chicago, Ill. Filed June 5, 1928. Serial No. 267,505. Published July 24, 1928. Class 4.

247,859—Neutral soap compounds. Riverside Manufacturing Co., St. Louis, Mo. Filed May 31, 1928. Serial No. 267,276. Published July 24, 1928. Class 4.

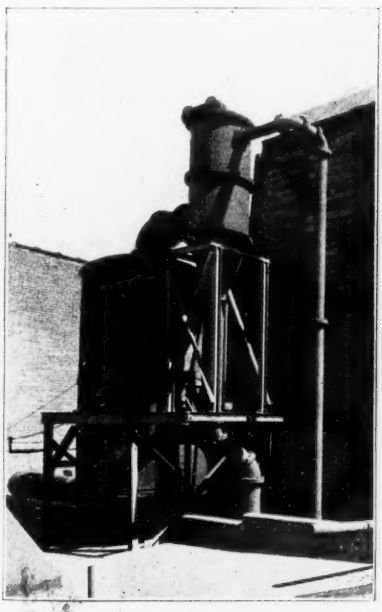
247,861—Soap. Colgate & Company, Jersey City, N. J. Filed May 31, 1928. Serial No. 267,241. Published July 24, 1928. Class 4.

247,863—Cleaning and polishing material. Tiffany & Company, New York, N. Y. Filed May 26, 1928. Serial No. 267,099. Published July 24, 1928. Class 4.

247,873—Automobile and furniture polish. Standard Drug Company, Los Angeles, Calif. Filed May 8, 1928. Serial No. 266,107. Published July 31, 1928. Class 16.

247,875—Dry-cleaning preparation. Albert G. Maas, Indianapolis, Ind. Filed May 4, 1928. Serial No. 265,913. Published July 31, 1928. Class 4.

(*Continued on Page 113*)



Garrigue Barometric Catchall and Barometric Condenser

WHEREVER conditions permit, the catchalls on GARRIGUE Evaporators are elevated with the barometric condensers and the returns from the catchall, instead of being led back to the evaporator, are dropped into an open tank through a barometric column (U. S. Patent No. 1,317,488). By this means the operator is continually kept informed as to the amount of liquor being carried into the catchall and in case of excessive frothing can store the excess liquor in the tank until normal conditions are re-established.

WM. GARRIGUE & CO., Inc.
9 S. Clinton St. Chicago

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GLYCERINE RECOVERY

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If that work needs "Decolorizing Carbon"—for any reason whatsoever—you simply can't hope to obtain any better results than you can get with PURIT—and you'll also have the pleasant surprise that always accompanies satisfactory results obtained at a most reasonable cost of production.

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Decolorizing Carbons

Manufactured by

THE PURIT COMPANY

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(Makers of Highest Quality Activated Carbons, Exclusively)

are made in various grades, for different kinds of OILS and FATS, GLYCERINE and many other materials. Each grade is of UNIFORM QUALITY and is FITTED for the special work it is to perform —and the PRICE is RIGHT.

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We have been manufacturing private brand soaps for the past forty years. Your soap problems and inquiries are solicited.

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CAMBRIDGE, MASS.

Established 1830

INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary

Association To Meet Dec. 10 in N. Y.

Fifteenth Annual Meeting of Insecticide & Disinfectant Manufacturers Association at Hotel McAlpin This Year

THE fifteenth annual meeting of the Insecticide & Disinfectant Manufacturers Association will be held at the Hotel McAlpin, New York, on Monday, Tuesday, and Wednesday, December 10, 11, and 12. Meetings will be held in the Colonial Room on the third floor of the Hotel McAlpin and the annual exhibit of products and equipment will be held in a large anteroom of the main meeting room. Much of the discussion and addresses this year will be on sales problems of the insecticide and disinfectant manufacturers. Technical papers will be given mostly at the special insecticide and disinfectant sessions to be held separately on Tuesday, Dec. 11.

These preliminary plans were made at a meeting of the Board of Governors held at the McAlpin on October 23. Among those who attended the Board meeting and discussed the plans were President H. W. Hamilton, White Tar Co.; H. W. Cole, Baird & McGuire, Inc.; Dr. Robert C. White, R. C. White Chemical Co.; Evans E. A. Stone, Stanco, Inc.; C. P. McCormick of McCormick & Co.; C. C. Baird of Baird & McGuire, Inc.; John Powell of John Powell & Co.; William Jordan of William E. Jordan & Bro.; Ira P. MacNair of MacNair-Dorland Co.

The program which is in charge of Secretary Harry Cole and other members of the Board, will follow the lines of previous years in its general layout. On Monday, Dec. 10, the president's annual address and the annual report of the secretary will be heard, followed by reports of various standing and special committees. On Monday afternoon, the session will be devoted to various sales and business problems at which there will be papers on containers, packages in relation to sales, collections and credits, and similar subjects.

On Tuesday, Dec. 11, the morning session will be given over to a discussion of disinfectant and liquid soap problems exclusively. The disinfectant session, as it is called, will be in charge of Peter Dougan of Merck & Co.

Hotel McAlpin, New York, where the Fifteenth Annual Insecticide and Disinfectant Convention Will be Held on Dec. 10, 11 and 12.

In New York!

ARE YOU planning on attending the Fifteenth Annual Meeting of the *Insecticide & Disinfectant Manufacturers Association* at the Hotel McAlpin, New York, on December 10, 11 and 12?

If you are a member of the Association, you are familiar with the activities of the Association—you know how its activities and membership have grown during the past few years—you know that you should be present in New York at the annual meeting, and will make every effort to be there.

If you are not a member, and are engaged in the manufacture of disinfectants, household insecticides, deodorizing blocks, liquid soaps, and kindred products—you should attend this meeting. A cordial invitation is extended to non-members to attend the meeting in New York and join with the Association in the discussion of common problems. A number of non-members have met with the Association in previous years and we assure them of a hearty welcome again this year.

There are a number of serious problems confronting every manufacturer in the insecticide and disinfectant industries today. Some of them are of recent origin. All of them will be discussed at the New York meeting. Most of them are vitally close to every manufacturer in the business today.

Every member is urged to attend the meeting this year. A cordial invitation is extended to non-members who care to join us.

H. W. HAMILTON, *President.*

Dec. 10, 11, 12!

Secretary HARRY W. COLE

President H. W. HAMILTON

Several technical papers will be read at this session, including one by Dr. G. F. Reddish of the Food, Drug & Insecticide Administration on "The Reddish Test for Disinfectants." The afternoon session on Dec. 12 will be given over to papers and a discussion covering household insecticides and the problems of their manufacturers. A paper covering sprayers will be read at this session. Dr. Robert C. White will preside at this session. The annual banquet of the Association will be held in the Colonial Room of the Hotel McAlpin at 7:00 P. M. on Tuesday evening. Luncheons will be served on Monday and Tuesday noons for those attending the meetings.

On Wednesday, the morning session will be given over to one or two addresses from representatives of various Government departments in contact with the industry to be followed by the showing of a motion picture supplied by McCormick & Co. "Beware," an educational picture on the use of household insecticides. The election of officers and members of the Board will follow the report of the resolutions committee. If the session covers all necessary business by noon, no afternoon session may be held. The program committee will decide this matter at a later date.

Annual Convention Exhibits

The annual exhibit of raw materials, containers, sprayers, perfuming materials, and equipment for the insecticide and disinfectant industries will be held in conjunction with the annual meeting at the Hotel McAlpin in New York on Dec. 10, 11, and 12. A large anteroom, according to the design given herewith has been set aside for the purpose. Tables will be arranged around the walls and in the center of the room. Exhibit spaces will be approxiately four feet long. Entrance to the meeting hall will be through the exhibit room assuring full attention for the exhibits by those who attend the convention. A nominal fee has been placed on exhibits by members and associate members of the Association this year to cover expenses of rental and arrangements. Each space will be charged for at $25. For any non-members of the Association who might want to exhibit, a charge of $75 per space will

Cresylic Acid

97-99% Pale or Dark

Tar Acid Oil 25%

Washed frozen free of naphthalene. Guaranteed to make milk white solution—not pink.

90% Benzol C. P. Toluol

Solvent Naphtha

Saponified Cresol

Containing 50% Pure Cresol

In barrels, 1 and 5 gal. and 1 qt. cans, 4 oz. bottles. The Standard product for medical and institutional uses.

Cooper's

Commercial Disinfectant

Coefficient 3 to 5

A superior Coal-Tar Disinfectant in two strengths. In drums and 5 gal cans.

We will gladly submit samples and prices.

WILLIAM COOPER & NEPHEWS

1909 Clifton Ave. Chicago, Ill.

A world-wide organization established over 70 years ago.

Paradichlorbenzene Perfumes

A COMPLETE line of perfume compounds, especially adapted for masking the harsh odor of paradichlorbenzene, has been developed in our laboratories. These odors include Carnation, Heliotrope, Lilac, New Mown Hay, Oriental, Heavy Rose, Sweet Rose, Trefle, Violet and Wisteria. All are priced at five dollars a pound, in from one to fifty pound lots, with the exception of Lilac, which sells at three fifty a pound.

Of these products, we especially recommend NEW MOWN HAY. It penetrates thoroughly into the chemical, blends perfectly, and *will not decompose*. Its perfume remains to the last. *May we submit a sample for your inspection?*

Member INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

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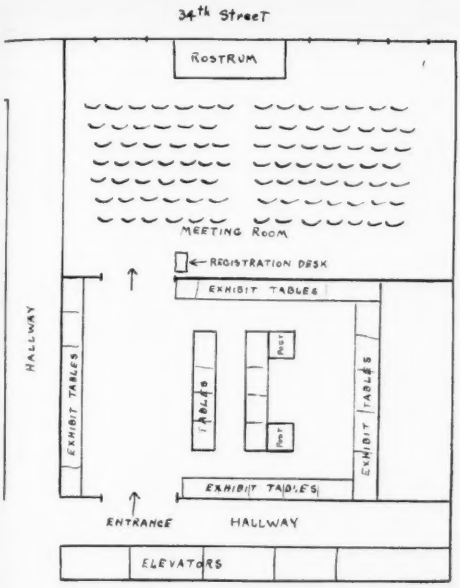

Diagram of floor plan for meeting and Exhibit Rooms at Insecticide and Disinfectant Meeting.

be made. Details of arrangements of the exhibits have been placed in charge of the Publicity Committee. Complete details can be had by communicating with Exhibit Committee, care SOAP, 136 Liberty St., New York.

Several insecticide and disinfectant market reviews for various foreign countries have been issued by the Department of Commerce. To date markets in the following countries have been reported on: Argentina, Brazil, Chile, Colombia, Uruguay, Venezuela, Peru, Guatemala, Costa Rica, Bolivia, Mexico, Paraguay, Spain, Cuba, France, New Zealand, Ecuador, Panama, India, Portugal, N. E. Indies, U. Kingdom, Salvador, Italy. These articles all have been or will be published in *Soap*. Copies may be secured from the Department.

At the National Wholesale Druggists' Association convention, at Atlanta, M. C. Schuehle, Merck & Co., won the silver loving cup for the low net score in the golf tournament. Mr. Schuehle turned in a low net of 61, with a gross store of 86. Kayton Smith, Columbus Drug Co., Savannah, won the low gross with a total of 76. The tournament was held on the course of the Druid Hills Golf Club, Atlanta.

Notes of the Industry

A. Srebren & Co., Chicago, manufacturers of "Mortex" and other disinfectant and insecticide products, have taken a ten year lease on the five story building at 247 E. Illinois St., in which their factory and office have been located, to assure necessary space for expansion of their business. The building contains 23,000 square feet of floor space.

A new moth-proofing material, "Konate," developed recently at the Mellon Institute of Industrial Research, Pittsburgh, is being manufactured and advertised by American Cyanamid Sales Co., New York.

Zonite Products Corp., New York, antiseptic products makers, showed a net profit of $174,484 for the year ending June 30, 1928, as compared with $101,452 for the year ending June 30, 1927. In the first years of its activity the company showed heavy losses, but it steadily reduced them, and now shows increasing profits. Its subsidiaries, Larvex Co., moth preventives, and Agmel Corp., therapeutic medicinals, are also reducing their losses regularly.

George A. Williams, president of the Williams Sealing Corp., Decatur, Ill., manufacturers of "Kork - N - Seal" metal caps, will return from a two months business trip abroad late this month. During his trip Mr. Williams has visited the London Kork-N-Seal company and has made arrangements for establishing a new factory at Cognac, France. While abroad, he was elected a director of the Illinois Chamber of Commerce.

Absorbol Co., 136 Charlton St., New York, formed several months ago, by M. G. Murtagh, to manufacture "Absorbol," a liquid floor cleaner, has recently started to make disinfectants. The company expects to add other related products to its line as conditions warrant.

Clifton Chemical Co., New York, manufacturers of liquid soaps, disinfectants, etc., are marketing a new urinal cake which is unusual in that it may be broken into four equal parts, the cake being marked and partially cut for this purpose. The new cake is being supplied to the jobbing trade either in bulk or under private brand.

Unco
Lilacena

Many manufacturers of sprays, insecticides, liquid soaps and some perfumers still rely on Terpineol to give a lilac character at a low cost but a rapidly increasing number have discovered that better results at no increase in expense are attained by the adoption of

UNCO LILACENA

It is much closer to the true lilac fragrance and its unusual strength and covering power combined with its low cost make UNCO LILACENA the ideal perfuming material for a wide variety of uses. A trial usually results in its permanent adoption.

UNGERER & Co.

NEW YORK

Say you saw it in SOAP!

Testing Liquid Insecticides

Description of Methods and Equipment Used, and Means of Breeding Various Insects for the Tests

By C. H. Peet and A. G. Grady
Rohm & Haas Research Laboratories

(Continued from October issue

Rearing Technic Employed: The methods employed in rearing large numbers of these insects are very simple and quite inexpensive. After a culture has been started little or no attention need be paid to it, except for the addition of food, until the adults emerge. At first the insects were reared in a large wire cage. This cage was 6 x 6 x 6 feet with a frame of 2 x 2 inch lumber to which ordinary fly screening was tacked. This cage served very well during the winter and thousands of insects were reared in it. However, about the middle of the following summer the larvae were attacked by parasites and the whole culture was killed in a short time. Tin cans were then substituted for the above cage and the culture reared in separate units. These containers were ten inches in diameter by eight inches high and were equipped with tight fitting covers. Holes were punched in the covers to admit air and keep down the humidity. Very good results were obtained with this type of rearing container. By rearing the insects in separate chambers little trouble was experienced from parasites or diseases because if the larvae in one unit became infected this condition could be easily checked before spreading throughout the rest of the culture.

As the adults and larvae require food high in protein content a diet consisting of fish-scrap, salmon, cheese and bacon was fed. A layer of oily fish-scrap about one-half inch deep was spread over the bottom of the rearing chamber and served both as a food and as a carpet for the larvae to move about. The other foods were added as needed, i. e., salmon was fed to the larvae at first and when that had been consumed, cheese was added and so on in an effort to give some variety to the diet. The foods were not allowed to dry out, being kept in a fairly moist condition by adding water when it was needed. The cultures thrived exceedingly well on this type of diet. In fact, a very low mortality was obtained in breeding these insects with the exception of a few isolated instances when the larvae were attacked by parasites.

In starting a culture about thirty adult insects, equally divided as to sex, were placed in a container to which food had been added. Over a period of ten days about 150 to 200 eggs were oviposited. As this was about the maximum number reared in each container, the adults were taken out after this period and either used for further breeding purposes or for insecticidal tests. With the exception of feeding the larvae little attention was paid to the culture. The containers were cleaned out about once a month. This was accomplished by sifting out the fish-scrap with a No. 10 mesh sieve, the larvae, of course, were too large to get through the mesh. The tin cans were then thoroughly cleaned and a fresh layer of fish-scrap and other food added. The larvae were then put back into the containers and were not disturbed, except when food was added, until the adults emerged. In practice we started about three cultures a week which assured us of an ample supply of adults at all times. The adult insects were kept in separate containers with the exception of those used for breeders in starting new cultures.

Value of D. vulpinus as an Insect for Biological Experiments: While the ease with which large numbers of these insects could be reared throughout the year was of importance, their greatest value lay in the fact that they were very resistant to toxic compounds and that variations generally met with in check and control experiments were for the most part negligible.

During the summer of 1926, a number of tests were made to determine the relative resistance of Dermestes vulpinus and other insects to compounds of known toxicity. Among the insects used were the common cockroach (*Blattela germancia L.*), the Japanese beetle (*Popillia japonica Newm.*), the Colorado potato beetle (*Leptinotarcs decemlineata Say*), and the shadroach (*Periplaneta americana L.*). This series of experiments was made under the same conditions using direct contact sprays. It was found after considerable study that Dermestes vulpinus was much more resistant to different contact sprays than the other insects used. It was also found that high mortalities which are often encountered in check and control cages while working with other insects was almost negligible with Dermestes vulpinus.

This insect also proved of value in determining the toxic value of compounds which were not readily dissolved in water or were poor emulsifiers. If such a compound could be dissolved in a volatile carrier such as petroleum ether its toxic valuation could be determined by spraying it against *Dermestes vulpinus*. Petroleum ether alone would cause a high mortality among some insects if they were thoroughly sprayed with it. However, in this case a mortality of about twenty per cent was obtained with the carrier alone with almost mathematical precision. The adults and larvae were also used and found to be quite satisfactory in fumigation experiments. They were used along with the flour weevil (*Tribolius confusum Fab.*), the Indian Meal moth (*Plodia interpunctella Hbn.*), the rice weevil (*Calandra grysae L.*), the common bean weevil (*Bruchus obtectus Say*), and the pea weevil (*Bruchus pisorum L.*) and were found to be equally as resistant.

THE next paper is "Studies in Breeding Insects Throughout the Year for Insecticide Tests." III. Roaches, Clothes Moths, Weevils. In studying the effect of various toxic compounds, it was nec-

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DISINFECTANT - THEATRE SPRAY
DEODORANT AND INSECTICIDE

MORTEX-All in one concentrated product-MORTEX

In bulk to the trade!

MORTEX combines all of the best features of a disinfectant, deodorant, insecticide and theatre spray. We supply it to you, in bulk, in concentrated form, ready for use. Send for a sample and ask for low jobbers' price. Test it out thoroughly and you will be ready to add something really new to your line. The unusual odor will be a distinct surprise!

A. SREBREN & CO. 247 East Illinois St., Chicago Illinois

TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free—
White Emulsion

THE DOMINION TAR & CHEMICAL CO.
LIMITED

Sales Office: 430 Canada Cement Building
Montreal Quebec

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essary to test them against many different insects in order to ascertain their value. For instance, a compound may be of little value when used as an "air-float" or as a direct contact spray but it may prove to be highly toxic when used as a fumigant. To insure a varied and plentiful supply of insects for biological experiments a study of breeding procedure was made and positive methods for the year around propagation of the following insects were developed: The house fly (*Musca domestica L.*), the leather beetle (*Dermestes vulpinus Fab.*), described in preceding papers, the Croton bug or German cockroach (*Blattela germancia L.*), the webbing clothes moth (*Tineola bisselliella Hummel*), the common bean weevil (*Bruchus obtestus Say*), the pea weevil (*Bruchus pisorum L.*) the rice weevil (*Sitophilus oryza L.*), and the flour weevil (*Tribolium confusum Fab.*).

Little difficulty was experienced in rearing large numbers of these insects by the technique evolved and the testing of different compounds as contact sprays, fumigants, etc., was never held up because of a lack of suitable insects. As these insects are quite common and in some cases of great economic importance, their biology is too well known to warrant a description here.

WE ALSO grew cockroaches and as maybe quite a number have depended on cockroaches for testing insecticides, you may like a short description of our breeding case for the cockroaches. **(A) The Croton bug** (*B. germanica L.*) To rear large numbers of cockroaches presents a difficult problem in that they are a hard insect to confine to any one place. Because of their migratory habits and their ability to escape through the smallest cracks and crevices, unless a specially constructed cage is employed, these roaches will overrun an insectary and become a general nuisance in a very short time.

In an effort to keep these insects segregated, a rearing chamber two feet high by four feet long by two feet wide was constructed of matched lumber. This cage was made as tight as possible by caulking up all cracks and joints. The inside of the cage was partitioned off so that one-quarter of it was used as a feed box and the other section, which was filled with loosely piled lath, served as a runway and breeding place for the insects. A small opening about four inches square, was provided at the bottom of the partition which could be closed tightly by means of a sliding metal sheet. When open this gave the roaches easy access to both compartments. A V-shaped section was built of ½-inch boards inside the feed box. This section had a two-inch opening leading from the large compartment and a very small opening or slit at the junction of the two boards comprising the V. The insects could enter through the opening into the V-shaped section from the large compartment and easily gain access to the feed box through the small opening at the junction of the two boards. However, once they get into the feed box it was difficult for them to find their way back to the large compartment provided that the entrance in the other partition was closed. In this way, the roaches were easily caught when needed for insecticidal experiments. A door, one foot by one foot, was provided on the top of the feed box. This door was provided with a felt strip, somewhat on the order of weather stripping, which served as an insect-tight gasket. The construction of this type of cage was suggested by Dr. W. S. Abbott of the Bureau of Entomology.

A galvanized iron tray, five feet long by three feet wide, by six inches deep was made and filled with water to which some kerosene had been added. The rearing cage was then set on bricks in the tray, resting just above the water line. This arrangement provided a sort of moat which served very well to keep the insects that succeeded in escaping from the inside of the cage from getting into the insectary proper.

The roaches were fed sweetened bread and milk once a week and occasionally about 100 grams of yeast was added to the usual food supply. The inside of the cage was kept in a damp condition by wetting the section in which the lath was placed. At a temperature of about 25° C., B. *germanica* will develop from the egg to the adult stage in about five and one-half months. As each capsule oviposited by the females contains about forty eggs, a very large culture can be reared in a surprisingly short time. We have reared many hundreds of these insects by the above method with excellent results. Losses of cultures through diseases and attacks by parasites, which are often encountered in rearing other insects, were not experienced with roaches.

(B) **The Clothes Moth** (*Tineola bisselliella Hummel*)—The webbing clothes moth (*Tincola bisselliella Hummel*) was reared in large numbers and used extensively in fumigation experiments. Because the clothes moth is subject to attacks by mites and other parasites, the cultures were reared in separate units. Tin cans ten inches in diameter by eight inches high were used as chambers in rearing these insects with excellent results. These containers were provided with tight fitting covers in which small holes were punched.

The larvae were raised on a diet consisting of feathers and wool and a number of cultures were reared on dried squirrel skins. A culture of between 75 to 100 eggs and newly hatched larvae was introduced into each container. No attention was paid to the culture other than to watch that it remained free of parasites and that an adequate supply of food was on hand until the larvae had developed sufficiently to be used for fumigation experiments. Of course, a number of the larvae were allowed to develop to the adult stage so as to insure a sufficient supply of eggs and larvae for future cultures. In working with the webbing clothes moth, we have observed that, at a temperature of about 25° C., it develops from the egg to the adult stage in about three months.

(C) **Weevils.** The common bean weevil (*B. obtectus Say*), the pea weevil (*B. pisorum L.*), the rice weevil (*Calandra Oryzae L.*) and the confused beetle (*Tribolium confusum Fab.*), were reared in containers in a greenhouse. The common bean weevil was reared in great numbers in twenty-five gallon tin drums. These were provided with tight fitting covers in which holes had been punched and served very well as rearing chambers. About one-third of a bushel of infested beans was placed in each container. About every three or four months new food was added and the remains of the old beans sifted out. These cultures were reared in the outside insectary above described throughout the year. During the winter a temperature of about 18° C. was maintained in the greenhouse. Of course, the temperature inside the drums was much higher, a temperature as

(*Continued on Page* 115)

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Quality Cleansers
Quality Laundry Soaps
Quality Water Softeners
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The NATIONAL MILLING & CHEMICAL CO.
MANAYUNK, PHILA., PA.

Will be pleased to send you samples and quote prices

Manufacturing Soap Powders and Cleansers for nearly a half century

JANUARY 1st, 1929

THE McAlpin $2,000,000 Improvement Program will be completed. With its new, modern equipment, "New York's Finest Hotel" will provide the most comfortable, immaculate accommodations in the "Big City."

The new management invites visitors to New York to stop at the McAlpin — and enjoy the utmost in comfort, convenience and service.

NEW ECONOMICAL RATES, TOO!

Rooms with Bath

from $3.50 per day

FRANK A. DUGGAN, *President and Managing Director*

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BROADWAY at 34th ST. NEW YORK CITY

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Plan to Change Association By-Laws

Board of Governors of Disinfectant and Insecticide Association Approves Revision

INCREASED scope of the activities and wider membership have necessitated certain changes in the constitution and by-laws of the Insecticide & Disinfectant Manufacturers Association. These proposed changes were drawn up and approved by the Board of Governors of the Association at the Board meeting in New York on October 23. The present articles and the proposed changes are given herewith in parallel columns for comparison. The membership will be called upon to vote on these proposed changes at the annual convention of the Association to be held at the Hotel McAlpin, New York, Dec. 10, 11 and 12.

PRESENT TEXT	PROPOSED REVISIONS
Emblem and Seal **Article 2. Section 1.** The emblem of the Association shall be a double circle with the words Insecticide and Disinfectant Manufacturers Association written in full within the circles. In the center of the inner circle the Benzole Ring with the letters I. & D. M. A. within the ring; letters I. & D. on top and M. A. directly under. Section 2. The seal of this Association shall be a double circle surrounding the emblem, with the words "Insecticide and Disinfectant Manufacturers Association, Inc." written between the two circles.	**Article 2. Sections 1 and 2.** Inasmuch as a committee was appointed at the 1928 summer convention at Chicago to suggest a new emblem and slogan, the wording for these two sections will be contingent upon the committee's report and its adoption.
Object **Article 3.** The principal objects for which this corporation is formed are as follows: "To unite all reputable persons, firms and corporations engaged in the business of manufacturing or distributing insecticides and articles coming within the purview of the Federal Insecticide Act of 1910; to collect and disseminate among the members information of interest to the members and of benefit to the trade; to establish closer ties of business association in said trade so that the welfare of all may be conserved; to co-operate in order that proper business usages and customs may be enforced; and to promote the mutual welfare of its members by the adoption and enforcement of such rules and regulations as it may from time to time deem proper for the protection, advancement and mutual interest of its members.	**Article 3.** Change to read "The principal objects for which this corporation is formed are as follows; To unite all reputable persons, firms and corporations engaged in the business of manufacturing or distributing household insecticides, disinfectants and kindred products, having as their purpose the promotion of sanitation, and coming within the purview of the Federal Insecticide Act of 1910 and amendments thereto; to collect and disseminate information of interest to the members and of benefit to the trade; to establish closer ties of business association in said trade so that the welfare of all may be conserved; to co-operate in order that proper business usages and customs may be enforced; and to promote the mutual welfare of its members by the adoption and enforcement of such rules and regulations as it may from time to time deem proper for the protection, advancement and mutual interest of its members.
Officers **Article 4. Section 2.** The President, first and second Vice-Presidents, Treasurer, Secretary, and three members elected by the Association shall form the Board of Governors, which shall be the governing body of the Association for one year, and shall be elected each year at the annual meeting of the Association for one year, and shall serve until their respective successors have been chosen and take office.	**Article 4, Section 2.** Change to read "The President, first and second Vice - Presidents, Treasurer, Secretary, and *six* members elected by the Association shall form the Board of Governors, which shall be the governing body of the Association, and shall be elected each year at the annual meeting of the Association for one year, and shall serve until their respective successors have been chosen and take office." **Article 4, Section 3** *(new)*. At least three members of the Board of Governors, aside from the officers, elected at the annual meeting of the Association, shall be so located or situated as to be available at all times for attendance at Board meetings.
Board of Governors **Article 9. Section 4.** It shall hold a regular quarterly meeting on the first Wednesday of March, June, September and December. Special meetings may be called at any time by the President or three members of the Board of Governors; such calls for a special meeting must be in writing to the Secretary and shall state the object of such meeting. Sec. 5. A majority of the Governors shall constitute a quorum at any meeting thereof, and a majority	**Article 9. Section 4.** Change to read "It (the Board of Governors) shall hold quarterly meetings in March, June, September and December of each year. Special meetings may be called at any time by the President or five members of the Board of Governors; such calls for a special meeting must be in writing to the Secretary and shall state the object of such meeting." Section 5. Change to read "Five members of the Board

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Paradichlorbenzene

Specially prepared for

Moth Preventatives

and

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For Immediate Shipment in 200, 100 or 50 Pound Barrels.

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INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

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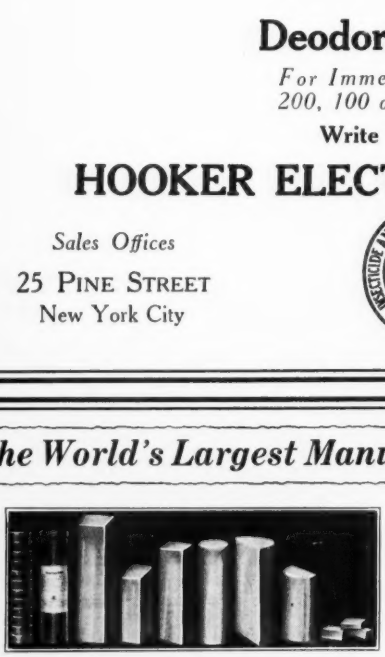
The World's Largest Manufacturers of Deodorizing Blocs!



Originators and Pioneers
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U. S. Aerzonator Blocs!

"Perfume To The Last Crystal"

A SIZE TO FIT ANY CONTAINER

Deodorizing and urinal blocs are made in shapes and sizes to fit any container, and are packed in cans and packages with *private* labels. Attractive and handsome containers in oxidized, white enameled, and nickel plated finishes are furnished with jobber's name plate, when ordered.

Being the largest producer of deodorizing blocs in the world—naturally we are jealous of the good name of the Aerzonator. Meticulous care is exercised to maintain the Aerzonator's quality. Only the finest essential oils are used in its manufacture. Because of our scientific process of manufacture, we produce blocs of outstanding distinction . . . . uniform, hard and lasting . . . known the country over as blocs which "perfume to the last crystal." To jobbers concentrating on the sale of the Aerzonator . . . there is the prestige of marketing a bloc which has *made a name for itself* . . . the assurance of a ready and profitable market, repeat order business, the building of good-will. Record production, popular demand enables us to lower jobbers' prices. *Glad to give you facts and prices!*

U. S. SANITARY SPECIALTIES CORPORATION

Laboratories and Works
435 S. Western Ave., Chicago

New York Division
59-63 East 12th St., (near B'way)

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(Old)
of those present shall be empowered to work.

Membership

Article 10. Section 1. All reputable persons, firms or corporations engaged in or allied with the business of manufacturing or distributing insecticides, disinfectants, and articles coming within the purview of the Federal Insecticide Act of 1910, shall be eligible for Active Membership in the manner prescribed in the By-Laws. Sec. 2. All reputable persons, firms or corporations engaged in the manufacture or distribution of containers, packaging machinery, spraying devices or other articles used in the industry, shall be eligible for Associate Membership, to have and enjoy all the privileges of Active Membership, but without the right to vote or hold office.

(New)
of Governors shall constitute a quorum at any meeting thereof, and shall be empowered to work."

Article 10. Section 1 (*new*). There shall be three classes of membership: Active, Associate and Honorary. Section 1. Change to read "Section 2." Section 2. Change to read "Section 3." Section 4. (*new*). "Any individual, firm or corporation who shall have rendered distinguished service to the Association or the industry may, by unanimous vote of the members at any regular meeting of the Association, be elected to Honorary Membership, provided that the name and the record of such distinguished service of the one whom it is proposed to thus honor, shall be made known in writing by the Secretary to all members of the Association at least two weeks in advance of the meeting at which a vote is to be taken."

Meetings

Article 11. Section 1. The Association shall meet twice annually. The annual meeting of the Association shall be held on the Second Monday of December in each year; the midsummer meeting at the call of the Board of Governors. Written notice of such meetings shall be sent to each member of the Association at least two weeks prior to the date thereof. Sec. 2. At the Annual Meeting the order of business shall be as follows: (1) Calling the Roll. (2) Reading the minutes of the previous meetings. (3) Reports of Officers and Committees. (4) Special Business. (5) General Business. (6) Election of Officers. (7) Election of **three** Governors. (8) Adjournment. Sec. 5. Upon written request of the Board of Governors, or majority members, the Secretary shall call a special meeting of

Article 11, Section 1. Change to read "The Association shall meet twice annually. The annual meeting shall be held during the second week of December of each year; the summer meeting at the call of the Board of Governors. Written notice of such meetings shall be sent to each member of the Association at least two weeks prior to the holding thereof." Article 11, Section 2. Change to read "Election of *six* Governors." Article 11, Section 5. Change to read "Upon written request of the Board of Governors, or a majority of the members, the Secretary shall call a special meeting of the Association. This request shall state the object for which the meeting is called and no other business shall be transacted." Article 11,

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HOPKINS'

Tested MICROSCOPICALLY

Trade YUNIFORM Mark

PYRETHRUM PRODUCTS

Made from ONLY ONE GRADE of flowers
Closed Dalmatian Insect Flowers
(*Chrysanthemum Pyrethrum Cinerariaefolium*)

HOPKINS' CONCENTRATED PYRETHRUM EXTRACT

"*Uniform in Strength*"

HOPKINS' CROW BRAND INSECT POWDER

J. L. HOPKINS & CO.
Since 1890

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NEW YORK

Tested CHEMICALLY

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LETHANE

PAT. APP. FOR

SIMPLIFIES INSECTICIDE MANUFACTURE

ELIMINATES EXTRACTIONS
CUTS DOWN OVERHEAD
LESSENS LABOR COSTS

TO MAKE A FINISHED INSECTICIDE:—
DILUTE AND PERFUME LETHANE CONCENTRATE

Lethane relieves you of all worry concerning prices, quality and delivery of pyrethrum.

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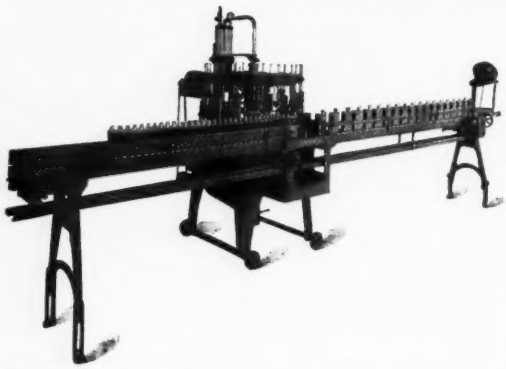
Works
BRISTOL, PA. and
BRIDESBURG, PA.

Insecticides-Liquids of All Kinds
Filled Into Bottles and Small Cans



Production!—at lowest cost with a Kiefer Rotary Vacuum Filling Machine.
One inexperienced operator needed to feed bottles—discharge direct to cappers, corkers, etc.
Clean filling—no dripping onto bottles; no overfilling; no wiping of bottles.
Broken and imperfect bottles pass through machine and no liquid goes into them.
All metal contact; no rubber tubes to rot and cause trouble.
Constant, uniform production.
The Kiefer Rotary Vacuum Filling Machine is made in four sizes. Write for catalog showing these and our semi-automatic machines.

THE KARL KIEFER MACHINE CO.
CINCINNATI, O.

INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

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the Association. This request shall state the object for which the meeting is called and no other business shall be transacted. Sec. 6. Fifteen members shall constitute a quorum at any meeting of the Association.

BY-LAWS

Committees

Article 1. Section 1. There shall be the following standing committees, viz.: Membership, Insecticide, Disinfectant, Standardization, Publicity, and Program; a member of the Board of Governors shall be one of the members of each committee.

Membership

Article 2. Section 2. Each application for membership must be accompanied by the dues for the first year, which amount, in the event of his rejection, shall be returned to the applicant.

Section 6. Change to read "One third of the total number of active members shall constitute a quorum at any meeting of the Association."

BY-LAWS

Article 1. Section 1. Change to read "There shall be the following standing committees, viz: Membership, Insecticide, Disinfectant, Standardization of Insecticides, Standardization of Disinfectants, Publicity, Program; a member of the Board of Governors shall be one of the members of each committee."

Article 2. Section 2. Change to read "Each application for active or associate membership must be accompanied by the dues for the first year, which amount, in the event of rejection, shall be returned to the applicant."

Fees and Dues

Article 3. Section 2. The annual dues for Active Members shall be $75.00, and those for Associate Members $50.00.

Article 3. Section 2. Change to read "The annual dues for active members shall be $75.00, and those for associate members, $50.00. Honorary members shall be exempt from the payment of dues."

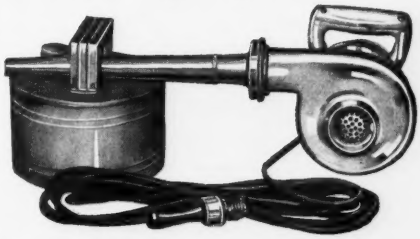
Indian Insecticide Demand Small

Exports of household insecticides and disinfectants to India during 1927 totaled 237,537 pounds with a value of $88,527. This was a good percentage gain over the 1926 figure, but falls far below the amount of these products which India could really consume. In a country, overrun as India is by cockroaches, mosquitoes, flies and white ants, one would imagine that the demand for insecticides would be large, but the indifference of the natives, the lack of sanitary education and the abject poverty of the lower classes all conspire to keep the sales low. Foreigners use most of the insecticides which are imported from the United States and Great Britain. One of the British products, "Flypic," sells for 80c a pint, and an Australian brand, "Lotol," retails for 80c per half pint. Some 2,948,400 pounds of disinfectants were imported by India in the year

Increase Your Insecticide Business with these *Electric* Sprayers

Hand spraying is too slow and laborious for modern industry and institutions. Offer them an up-to-date high speed electric sprayer, and you will get their business. Many leading manufacturers of industrial insecticides are finding the Tornado the biggest stimulant to sales that they have ever used!

The appeal of the electric sprayer brings in plenty of NEW business. And because the electric sprayer is so easy to use and gives such splendid results it makes old customers use more insecticide and consequently BUY more

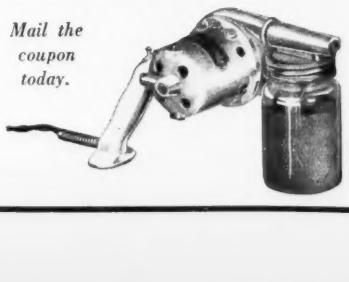


Breuer's Tornado Portable Electric Sprayers

are the most powerful and efficient of their type on the market. Handle all liquid insecticides, germicides, and disinfectants. Model 6 ball bearing ⅓ H.P. G-E motor, is for heavy duty service in mills, warehouses, and larger institutions. Model 50, with ⅛ H.P. G-E motor, is designed for smaller plants and institutions, as well as for home use.

Write today for complete description and full particulars

Mail the coupon today.



Please send full particulars on the Breuer Portable Tornado Electric Sprayer. No obligation.

BREUER ELECTRIC MFG. CO.,
860 Blackhawk St., Chicago, Ill.

Name .....

Address .....

now offering

WATER SOLUBLE ODORS

for theatre sprays

Lily Oriental — Rose — Verbena — Lilac
Carnation — and others

of the same quality as our regular line for

LIQUID SOAPS, DEODORANTS, SPRAYS, etc.

These odors are fragrant, stand up perfectly and will last. They are priced reasonably. *Samples and quotations on request.*

Do you want an individual odor in your products—something that is not noticeable among competing sprays, deodorants, liquid soaps, etc. If so, tell us what type of perfume you want and we will originate something for your exclusive use.

GEORGE V. GROSS CO. **30 OLD SLIP NEW YORK CITY**

Los Angeles Office—788 South San Pedro St., M. B. ABRAMS

SHAKER TOP CANS

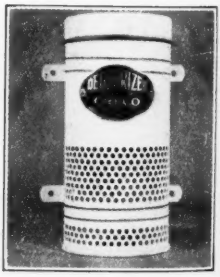
for paradichlorbenzene crystals
also Plain and Decorated

TIN CANS

for Pastes, Soft Soaps, Dry and Liquid Insecticides

HOLDERS FOR

DEODORIZING BLOCKS



Write us about your requirements and let us submit samples and prices.

WILLIAM VOGEL & BROS., INC.

37-47 So. 9th Street **Brooklyn, N. Y.**

IN BUSINESS OVER FIFTY YEARS.

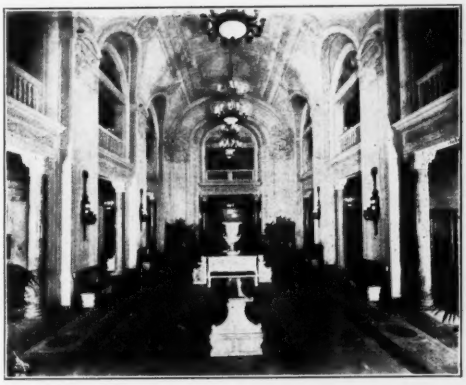
Say you saw it in SOAP!

ending March 31, 1927, showing some increase over the previous year. The Indian import business in insecticides and disinfectants is showing a natural, although a slow growth. An arrangement with native distributors and a wide-spread advertising campaign would help to build up this trade.

Lehn & Fink Products Co., manufacturers of Lysol disinfectant, have sought the Caron Corp., the American representatives of the French perfumer who produces "Black Narcissus," according to a recent report. It is also reported that Lehn & Fink plan to buy out a pharmaceutical house.

Zonite Products Corp. earned 44% more, during the quarter ending Sept. 30, 1928, than it did during the same quarter in 1927. The usual dividend of 25c per share, on common stock, is being paid to all stockholders on record Nov. 5.

An insecticide for lice, mites, or their eggs is made from an alcoholic solution of copper chlorine (cupric) and a fatty oil solvent such as turpentine, carbon tetrachloride, and if necessary, acetone. — German Patent No. 460,187.



A view of the McAlpin lobby where the Insecticide and Disinfectant Manufacturers will meet Dec. 10, 11, and 12.

United Disinfectant Co., 182 Washington Ave., Memphis, has recently been formed with a capital of $100,000 by Alfred Bernstein, to manufacture disinfectants and related products.

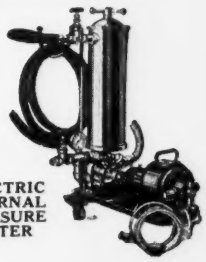
The Saponification Co., 265½ Water St., New York, has recently been organized to manufacture and sell sanitary products. Both a bulk and retail business will be carried on.

***Hy-Speed* liquid handling equipment will increase the efficiency of your plant by doing more and better work.**

THREE LOW-PRICED MACHINES

Portable Electric Mixers for Every Job

Electric Filling Machines for Bottles and Small Cans



ELECTRIC INTERNAL PRESSURE FILTER

Write for Catalogue

ALSOP ENGINEERING COMPANY

Mfrs. of Portable Electric Mixers, Filters, Bottle-Fillers, Mixing Units, Pumps, Glass-Lined Tanks

47 WEST 63RD STREET *Office and Showrooms* NEW YORK CITY

NCENTRATED

Liquid Soaps

ZEF-IR
Blocs and Crystals

SCRUBBING COMPOUNDS

LIQUID WAXES

INSECTICIDES
Dry or Liquid

LIQUID SOAPS *and*
Dispensing Equipment for the Trade

HERE are products which *sell better* because they *are better*. Absolute uniformity, high quality—at prices which are right in line. These are products you can sell because of unusual merit, and on which you can build repeat orders.

Let Us Send You Samples and Quote Prices

Member

The HUNTINGTON LABORATORIES, *Inc.*
Huntington-Indiana

THE WHITE TAR COMPANY
of New Jersey, Inc.
Founded in 1886

Belleville Turnpike **Kearny, New Jersey**

Attractive Prices on "Dead Oil"

"Dead Oil" is especially suitable for small scale wood preserving — shingle stain — insecticides.

In drums and five gallon cans.

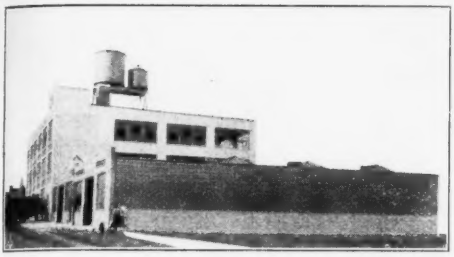
F. O. B. Works

Kearny New Jersey

Cincinnati (Ivorydale) Ohio

U. S. Sanitary Opens N. Y. Plant

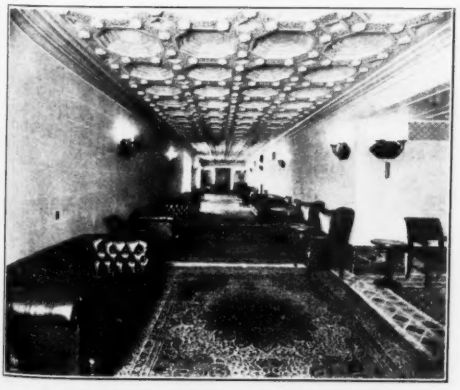
U. S. Sanitary Specialties Corp., Chicago, will equip and operate a complete branch plant making liquid soaps, deodorizing blocks, disinfectants, and allied products, at 47-20 Thirty



Seventh Street, Long Island City, New York. The full line of U. S. products will be made in New York for Eastern and Southern distribution. The building is the former plant of Royal Solvents, Inc. from whom U. S. Sanitary purchased it. The company states that the plant will be under the personal direction of H. I. Koppelman, president of the firm.

Original Products Corp., Manhattan Borough, New York City has recently been incorporated for $5,000 by Lattau & Seligson, 1440 Broadway, to make disinfectants.

Babcock & Co., Inc., manufacturers of sanitary products, Miami, Fla., have taken over a building at 12-14 First St., N. W., which they will remodel into a new factory.



One of the new McAlpin corridors where the Insecticide & Disinfectant Mfrs. Assn. will be seen next month.

Spray

Quickly — Easily

and Economically

with the

PRESTO 102

ELECTRIC SPRAY GUN

A practical, low-priced, electric spray gun of exceptional quality made by an electrical apparatus manufacturer of 26 years standing. It will spray all disinfectants, insecticides, moth preventives, theatre sprays, etc. Just the equipment for use in institutions, public buildings, hospitals, theatres, poultry houses, stables and other places where the exterminating, deodorizing or disinfecting job is large. Unexcelled for spraying floor oils.

PRESTO 102 will do a better spraying job than the old style pump sprayers and will result in the use of more of your products, with consequent increased consumer satisfaction, because it is so easy to use. Plugs into any electric light socket.

Send for complete details, prices, etc. Get one of these new model sprayers and see how it works out in actual usage.

METAL SPECIALTIES

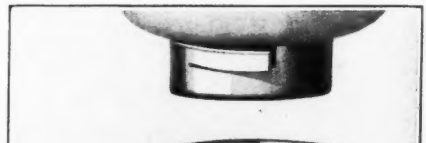
MANUFACTURING COMPANY

340 North Kedzie Avenue

Chicago, Ill.

Liquid Soap Dispensers
with a *New Bowl Replacement Feature*

Broken bowls easily replaced without cement, or sending the parts to the factory. Brackets need not be taken from wall.



Bowls are as securely attached to bracket as if cemented and cannot be removed unless broken.

The New Palmer "Letter Series" *Line*

A Style for Every Requirement — Fully Guaranteed.
Write for Descriptive Literature.

Manufacturers of
School Supplies
Janitor - Sanitary

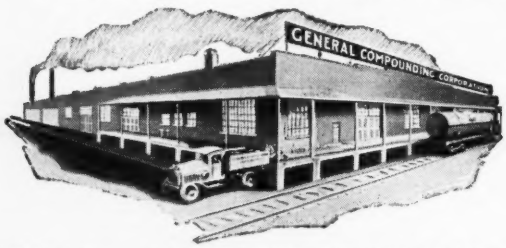
PALMER PRODUCTS, Inc.
Main Offices, Factory and Laboratories
WAUKESHA, WISCONSIN
New York Office - 528 W. 40TH ST.

Send for Complete Catalog

SECTOX

The improved liquid insecticide—

Are you, Mr. Distributor, getting your share of the tremendous volume of Liquid Insecticides now being sold? **Sectox** is just a few steps in advance, as a quality product, of any other similar one.



Our chemists have solved the problem of obnoxious odors, the aftermath of spraying.

SECTOX IS PERFUMED. It is 100% active, and offers distributors a liberal margin of profit. Made in all sizes.

PINE OIL and COAL TAR DISINFECTANTS
CRESOL COMPOUNDS - LIQUID SOAPS
INSULATING COMPOUNDS - INSECTICIDES

Territorial assignments for 1928 will be considered.

General Compounding Corporation

Central Avenue and 79th Place

(Glendale) Brooklyn, N. Y.

Member

McCormick & Co., Baltimore, are now issuing a monthly house organ, *The Bee*, for employes of the firm. According to the Nov. 1 issue, the 1928 sales convention of the company will be held in Baltimore on Dec. 17. Also, on Saturday evening, Oct. 27, the McCormick Employes Relief Association held a Hallowe'en Masked Dance attended by 460 persons.

International Combustion Corp., 200 Madison Ave., New York, is building a tar distillation plant at New Brunswick, N. J., with the expectation that it will be in operation early next year. F. J. Lewis Mfg. Co., a subsidiary, now operating a tar products factory in Chicago, is building two additional plants at Newark, N. J., to utilize the tar and tar oils from International's New Brunswick factory. The Lewis company will make a complete line of tar products in Newark, including naphthalene, disinfectants, etc.

Disinfectant Salesman—Experienced disinfectant and insecticide salesman wanted by large well-known manufacturer. Man who also knows agricultural outlets preferred. Address Box 338, care SOAP.

Monsanto to Buy Graesser in Full

Monsanto Chemical Works, St. Louis, will acquire full ownership of the Graesser-Monsanto Chemical Works, Ltd., Raabon, North Wales. The company has been owned in the past, half by Monsanto and half by Graesser interests abroad. The purchase of the Graesser interest for a reported price of $917,040 will place complete ownership in the hands of Monsanto. The purchase which has been approved by Monsanto directors, will be taken care of in part by the issuance of new stock. A recommendation to the stockholders that the capital stock be increased from 110,000 shares to 160,000 shares will be voted on Dec. 31. Of the new stock, 15,715 shares will be issued at $50 per share to stockholder of Jan. 2 next in a ratio of one for every seven held. The market price of Monsanto stock on Nov. 10 was close to $100 per share. Graesser-Monsanto manufactures cresylic acid, cresols, and other coal-tar products. John F. Queeny, chairman of the Monsanto board, will sail for England Nov. 17 to arrange the details.

Morgan Industries, Inc., Harmon, N. Y., will soon be equipped to manufacture soap from raw materials imported from Germany. Neil E. Morgan, manufacturer of "Ce-ne-die" and other insecticides, is head of the firm.

in BULK *for* REPACKERS

Furniture Polish

A preservative, cleaner and polish with high wax content. Not gummy or sticky. One of the largest polish manufacturers retails this same product at $4.50 a gallon. Our bulk price to you is considerable under one-third of this figure, with freight allowed. Write for generous sample and quotations and advise your approximate annual requirements.

Metal Polish

Non-inflammable and free from acid. Meets U. S. Government Master Specification 341. Contains over 30% solids which will stay in suspension for weeks. Price is low enough to enable you to meet any competition and still make a good profit. Buy from us at less than your own manufacturing cost. Freight allowed. Ask for samples and proof of these statements.

Also Makers of Bulk or Private Brand

Deodorizing Blocks	Insecticide	Boiler Leak Compound
Deodorizing Crystals	Disinfectants	Drain Pipe Solvent

Producers of INSECT POWDER from STRICTLY CLOSED FLOWERS

GOULARD & OLENA, INC.

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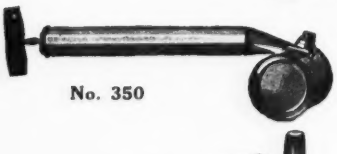

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No. 335

See these improvements

Order a sample of our new No. 200 Sprayer and see the new Improvements. The Drip Cup keeps liquid from dripping on the floor or person; the coordinated air and spray tubes produce a mist or fog which hangs in the air longer; the special processed leather plunger cups take hold instantly and give full spray volume; the Vent in the can screw prevents siphoning and leakage when not in use.

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65% Anhydrous
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Soft - Hard
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Let us send you samples and our complete price list.

KRANICH SOAP CO.
54 RICHARDS ST., BROOKLYN, N. Y.

Trade Marks Granted

(*From Page* 81)

247,886—Toilet soaps. Marie Earle, Inc., New York, N. Y. Filed May 26, 1928. Serial No. 267,068. Published July 24, 1928. Class 4.

247,895—Soaps and metal polish and auto top dressing and shaving solution. Federal Distributors, Inc., Portland, Ore. Filed April 7, 1928. Serial No. 264,511. Published July 31, 1928. Class 4.

247,880—Furniture polish. David M. Yorburg, doing business as Brite Floor Products Co., Brooklyn, N. Y. Filed April 26, 1928. Serial No. 265,458. Published July 24, 1928. Class 16.

247,978—Household cleanser. M. O. Wilkins Corporation, New York, N. Y. Filed October 15, 1927. Serial No. 256,151. Published July 31, 1928. Class 4.

247,979—Soft soap cleanser. The Wiggins Chemical Co., Inc., Cincinnati, Ohio. Filed October 13, 1927. Serial No. 256,065. Published February 14, 1928. Class 4.

247,984—Liquid cleanser. John Di Cio, doing business as Ros Rol Co., Norristown, Pa. Filed July 19, 1927. Serial No. 252,257. Published July 31, 1928. Class 4.

248,097—Insecticides. Augustus H. Garland, doing business as Bon Soir Bug Company, Opelousas, La. Filed April 23, 1928. Serial No. 265,268. Published August 7, 1928. Class 6.

248,317—Deodorant. Geo. C. V. Fesler Company, St. Louis, Mo. Filed June 16, 1928. Serial No. 268,152. Published July 31, 1928. Class 6.

248,334—Insecticides. Commercial Petroleum Company, St. Joseph, Mo. Filed June 20, 1928. Serial No. 268,355. Published August 7, 1928. Class 6.

248,397—Tooth paste. Amera Chemical Co., Minneapolis, Minn. Filed October 31, 1927. Serial No. 256,803. Published July 24, 1928. Class 6.

248,400—Household disinfectant. Midway Chemical Company, Chicago, Ill. Filed September 6, 1927. Serial No. 254,411. Published August 7, 1928. Class 6.

248,425—Soap. The Procter & Gamble Company, Cincinnati, Ohio. Filed May 4, 1928. Serial No. 265,920. Published August 7, 1928. Class 4.

248,441—Silver polish, shoe polish, and cleaning fluid. Stephen M. Petchelis, doing business as Splendid Chemical Products Manufacturing Co., New York, N. Y. Filed March 29, 1928. Serial No. 263,970. Published August 7, 1928. Class 4.

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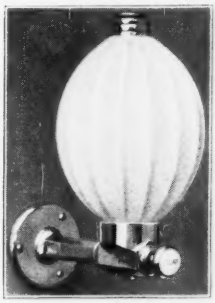
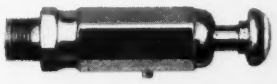
In its precision manufacture lies the secret of Soaperior Soap Equipment's merchandising power. Its handsome appearance induces sales—its ability to "stand up" under hard wear creates good-will and permanent customers. Soaperior Model #121 Dispenser harmonizes with the finest lavatory fixtures—but its beauty of line conceals rugged construction, perfect mechanism. The one piece bracket which holds the Soaperior Valve is made of white metal, beautifully nickel plated. The globe, mounted on the dispenser, holds 18 ounces of soap. It may be of opalescent or crystal glass.



The Soaperior Valve is the "heart" of the Individual Dispensers and Gravity System alike. It is the secret of this equipment's impregnability to hard wear. An examination of its underlying principles explains the operating efficiency of the Soaperior Equipment. The



The heart of the Soaperior System.

valve incorporates patented cone type shut-off—a positive protection against leakage. Continuous flow of the soap is prevented. The patented union holds unusual pressure and acts as a shut-off cock, permitting removal of the body of the valve for cleaning. White metal construction, chromium plated finish, prevents corrosion and insures long service.

Economy in the discharge of soap, perfect operating efficiency — are the features which will "sell" your customer. Our guarantee against mechanical trouble and "griefs" will surely interest you.

Manufacturers in bulk of

Olive and Cocoanut Oil Soap Bases
Liquid Scrubbing Soaps
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Allow us to quote you direct from the go-downs of Japan and the interior collecting centers of Dalmatia.

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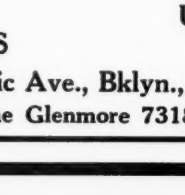

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Distributors can make a handsome income handling RATIN, the world's most famous Rat and Mice Exterminator. You can build up a steady, interesting and lucrative *Exterminating Service* that will last the year round. RATIN is guaranteed harmless to man. It is reliable—it never fails! Used for over twenty-five years by such customers as the Municipalities of New York, Chicago, Philadelphia and other cities, besides the most prominent manufacturers in Europe and America.

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Junior Sprayer

No. 55—JUNIOR SPRAYER
Capacity, 1 Pint

The Junior Compressed Air Sprayers are different from all others. They are the only sprayers with the Robertson Pump, which has a higher working efficiency than any other pump ever made.

They give a continuous spray, reduce the liquid to a fine mist-like vapor and throw it with great force, so that it is driven into the smallest cracks and crevices.

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Ask to be Shown the Difference

JAECKH MANUFACTURING COMPANY

422 EAST EIGHTH ST. CINCINNATI, OHIO

Say you saw it in SOAP!

Testing Liquid Insecticides

(*From Page 99*)

high as 35° C. having been recorded because of the heating of infested media.

The same technique was employed in rearing the pea and rice weevil and the flour weevil, except that peas were placed in the drums where the pea weevils were reared and corn on the cob was used as a food for the rice weevils. The confused beetles were reared on ground bran. All of these weevils were used in studying the toxicity of various compounds when used as fumigants.

THE next paper is "Studies in Insecticidal Activity" IV. Testing insecticides as insect repellents and moth killers. The utilization of repellents for the prevention of insect infestation is confined almost entirely to the proofing of materials against the attack of moths. A measure of success has attended the prevention of inroads of ants and roaches by certain substances, but there is no reasonably exact method for determining the extent to which any given repellent discourages the intrusion of these insects. It is known that some substances sprinkled or sprayed upon the runways of ants cause them to forsake these paths and the subject is one well worth further investigation. But, in order to determine the effectiveness of such a repellent, a dependable method of testing repellency must be evolved.

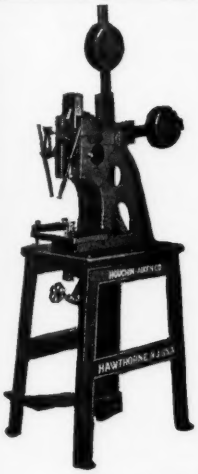
However, the effectiveness of a moth proofer is not difficult to determine. The material in question should be uniformly distributed over a piece of woolen goods, and the amount of repellent is calculated upon the weight of the goods. The method for determining this concentration is as follows:

The repellent which is being employed is dissolved to a known concentration in the proper solvent which may be water, some organic solvent or an acid or alkali. The previously weighed goods is dipped into the solvent and squeezed out until it no longer drips liquid and is hung up to dry. The decrease in the volume of the repellent solution will tell how much of the repellent has been distributed over the cloth. A few experiments make it possible to calculate quite accurately in advance just how much solvent will be taken up by a given weight of cloth and accordingly the concentration of repellent, which must be used in the solution, can be calculated.

In the case of certain moth proofing agents (we refer particularly to the alkaloids which have been recently suggested for this purpose), dipping the material will result in an action upon the material similar to dyeing, that is, an actual physico-chemical adhesion of the repellent to the fibers of the fabric. Such an action will result in exhaustion of the bath out of proportion to the amount of solvent absorbed. In such cases the final concentration of the bath can be determined by chemical analysis and the amount absorbed must be calculated by difference. After drying, the fabric is cut up into approximately two-inch squares and five larvae are placed on each of six such squares. No attention need be paid to adult moths as it is the larvae which do the damage. Each sample is put in a small flat dish upon which a screen cover is laid. At the end of forty-eight hours each square is examined. The only satisfactory measure of moth proofing efficiency is the absence of holes in the fabric or destruction of the pile.

The method which we employ, is to find the

HOUCHIN-AIKEN



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Fluffy - Extra light - Free flowing - 95% Pure
of our own manufacture
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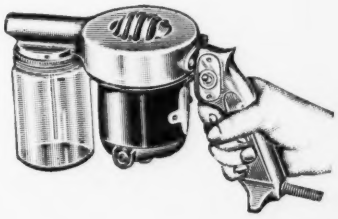
minimum concentration required to prevent moth larvae from feeding. This concentration for any known substance, compared with the concentration of any other, is the relative measure of the efficiencies of the two.

The prevention of moths by the employment of substances, which give off vapors which kill moths or larvae or eggs or repel moths and larvae, is the other common method of combating these pests. The procedure used for these tests depends upon whether the material is being tested as a moth repellent or as a moth killer. In the former case, a colony of moths, larvae and eggs is placed in a can about ten inches high by eight inches wide, which has a wire gauze cover. Into the can are introduced six one-inch squares of pure woolen cloth and a seventh square of cotton cloth, dipped in the material being examined, is placed in the can. The can is then stored in an insectary or incubator and kept at 85° F. At the end of ten days the woolen squares are examined. If they are unmarked by the inroads of the larvae, the material being tested is considered satisfactory. Search is made for fresh eggs and the number of larvae is counted to determine whether or not the material was lethal as well as repellent. In the second case, i. e., when the material is being tested as a moth killer rather than as a moth repellent, the same procedure is followed but the can is opened at the end of twenty-four hours and the reciprocal of the number of insects and larvae alive is considered the measure of the effectiveness of the insecticide.

Offer New Electric Sprayer

Metal Specialties Manufacturing Co., 338 N. Kedzie Ave., Chicago, makers of electric spray guns, have developed a new sprayer which, while somewhat similar to a previous



model, embodies a number of improvements. The handle has been moved to afford better balance, an improved nozzle has been developed and a stronger motor has been installed. The changed and improved design allows for handling the material to be sprayed from full pint jars, similar to mason jars. Other of the company's products include electrical apparatus of all kinds, the business having been established 26 years ago.

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Bulk Insecticides a Specialty — also
Concentrated Extract of Pyrethrum

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2—Proctor & Schwartz Soap Chip Dryers, 1200# capacity.

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2—Huber Granite 3 roll Mills 10"x24".

1—H. A. Granite 3 roll Mill, 12"x24".

9—Crutchers, 3600, 3000, 1500, 600 lb. capacity, Dopp, Doll, Houchin-Aiken.

2—Broughton Mixers, size A-2, ½-ton.

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Miscellaneous Soap Cutters, Slabbers, Plodders, Foot Presses, Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

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Capacity—1,500 packages an hour. Each machine with individual electric drive
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Soap Maker and Perfumer—Man with many years' experience in manufacture of toilet and laundry soaps, cold and half-boiled, cleaning and scouring powders, soap flakes, washing sodas, cosmetics, perfumes and toilet articles. Not afraid of hard work. Speaks English, German and Scandinavian languages. Address Box No. 337, care of SOAP.

John Johnson Turbo Mixer Corp., 233 Broadway, New York, announce the appointment of G. C. Bakewell as general manager in charge of sales. John Johnson, president of the company, will supervise the development of new equipment. Mr. Bakewell was engaged in general engineering work prior to associating with the mixing machinery organization.

A new drug chain of eight stores has been organized in Birmingham, Ala., with a capital of $25,000. Officers are: president, J. C. O'Dell; vice president, R. L. Shellgrove; secretary, W. W. Walker; treasurer, A. J. Pressler.

Synthetic Organic Chemical Manufacturers' Association plans to hold its annual meeting, Dec. 14, at the Hotel Commodore, New York. Arrangements are in charge of the secretary, Charles R. Mace.

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